

## **Historic, Archive Document**

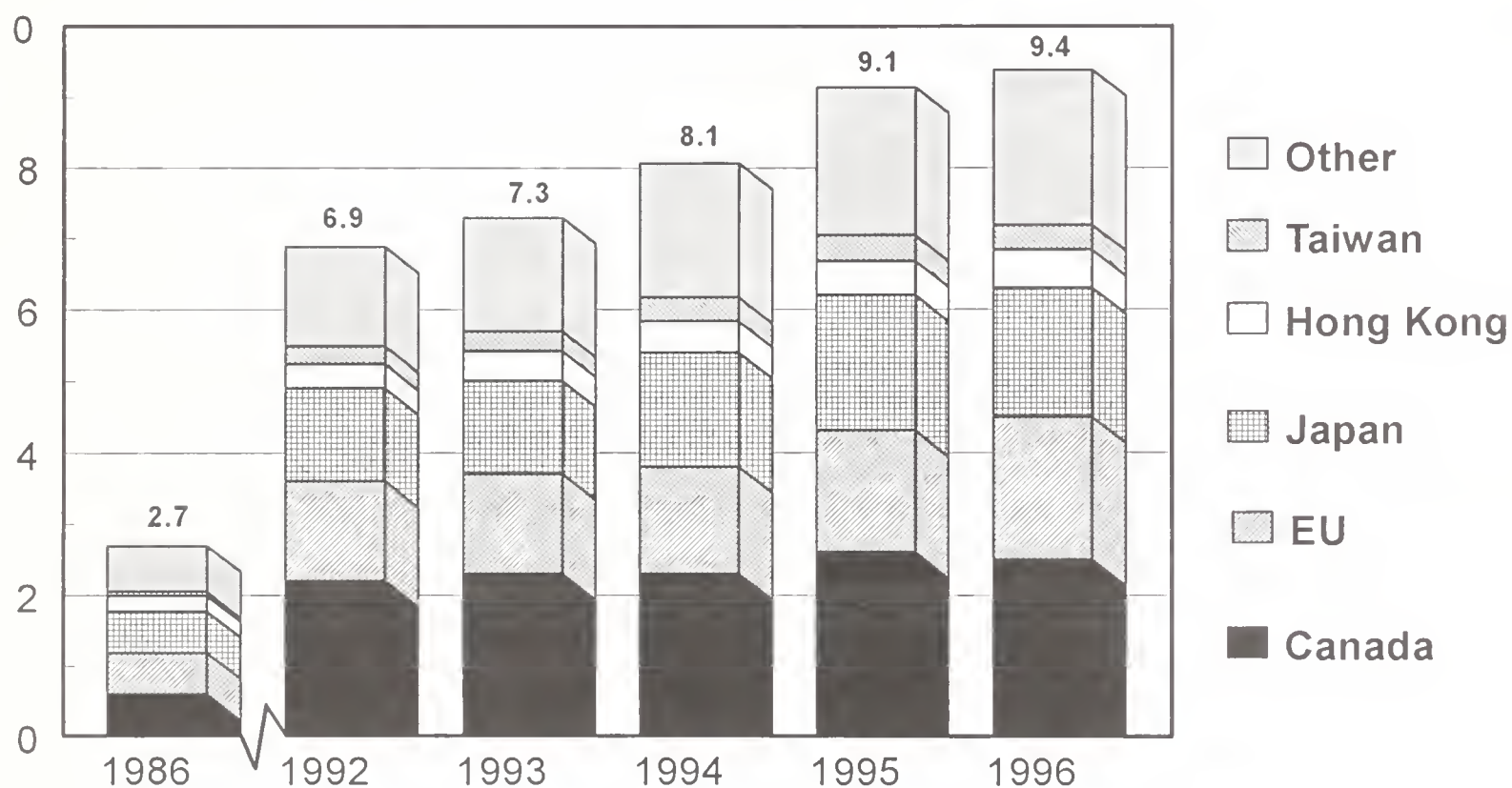
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# World Horticultural Trade & U.S. Export Opportunities

## U.S. Horticultural Product Exports Reached Another Record in Fiscal Year 1996

\$ Billion



Source: U.S. Department of Commerce, Bureau of the Census

U.S. exports of horticultural products in Fiscal Year (FY) 1996 reached a record \$9.4 billion, up 4 percent from FY 1995 and the twelfth consecutive year exports have increased. At \$2.5 billion, Canada continued to be the top market for U.S. horticultural exports, although 1996 purchases were down slightly from FY 1995, due partly to lower U.S. vegetable prices and inelastic demand. The European Union (EU) regained its place as the second largest market with \$2.0 billion, up 12 percent from FY 1995. Exports to Japan decreased slightly to \$1.8 billion in FY 1996, pushing that country to third place. Other Asian tigers, Hong Kong (\$534 million) and Taiwan (\$353 million), ranked as the fourth and fifth top U.S. horticultural product customers. Fresh fruits were the largest component of U.S. horticultural exports in FY 1996. At \$2.0 billion, this sector represented over 20 percent of all U.S. horticultural products exported in FY 1996. Other major commodities contributing to the export increase included tree nuts (\$1.4 billion), up 24 percent; wine and beer (\$674 million), up 8 percent; and juices (\$665 million), up 5 percent. The implementation of GATT Uruguay Round Agreements (especially tariff reductions), a general improvement in world economies, and the promotion of U.S. products under the Market Access Program have contributed to the increase in U.S. horticultural product exports.

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#### ANALYSIS

Sam Rosa	202-720-6086	Fresh deciduous fruit, apple juice, olives, stone fruit, and CBI
Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, and tropical fruits
Bob Knapp	202-720-4620	Canned deciduous fruit and kiwifruit
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Debra A. Pumphrey	202-720-8899	Coffee, cocoa, tea, spices, essential oils, ginseng, and trade forecasts
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, berries, and circular coordinator
Joe Somers	202-720-2974	Situation and outlook group leader, processed citrus, trade forecast coordinator, FAO citrus liaison, and circular editor
Debbie Seidband	202-720-6877	Sugar, honey, and fresh citrus
Yvette Wedderburn Bomersheim	202-720-9903	Wine and brandy, table grapes, GSM-102 export credits, NAFTA coordinator and supplier credits

#### MARKETING

Sarah Hanson	202-720-0911	Deciduous fruit
Ted Goldammer	202-720-8498	Fresh citrus and products, hops, berries, wine, brandy, and potatoes
Pamela McKenzie	202-720-8495	Canned deciduous fruit, grape juice, cranberry juice, kiwifruit, and honey
Stacey Peckins	202-720-5330	Tree nuts, papaya, foliage, plants
Steve Shnitzler	202-720-8495	Dried fruit, avocados, tomatoes, vegetables, and ginseng

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### Export Summary

U.S. exports of horticultural products to all countries in September reached \$877 million, up 22 percent from the same month a year earlier. Eleven out of 15 categories of horticultural exports registered increases. Categories with the most significant increases in September were tree nuts (up \$93.6 million or 89 percent); wine (up \$15.9 million or 80 percent); fresh fruit (up \$21.7 million or 17 percent); and hops (up \$2.7 million or 67 percent). The categories with the most significant decreases were fresh citrus (down \$7.9 million or 31 percent); and canned fruit (down \$2.5 million or 12 percent). The total value for complete fiscal year (October-September) 1996 U.S. horticultural exports was \$9.45 billion -- 4 percent above the same time period last year. See graph on cover for more detail.

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All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,  
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,  
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

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U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES  
WORLD TOTAL, OCTOBER - SEPTEMBER YEAR  
SEP 1996

NAME	QUANTITY					VALUES (1000 DOLLARS)				
	CURR MO LAST YR	CURR MO CURR YR	YR TO DATE LAST YR	YR TO DATE CURR YR	LAST YEAR	CURR MON LAST YR	CURR MON CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH CITRUS MT										
GRAPEFRUIT	6,574	3,963	481,743	497,339	481,743	3,858	2,481	239,515	258,858	239,515
LEMONS	6,300	5,867	126,121	132,269	126,121	8,964	5,242	120,393	114,653	120,393
ORANGES, INCL. TM	19,982	14,241	580,755	513,630	580,755	12,516	9,804	324,139	287,699	324,139
OTHER CITRUS	348	414	24,298	30,208	24,298	330	254	20,790	24,774	20,790
Subtotal:----	33,205	24,484	1,212,917	1,173,446	1,212,917	25,668	17,781	704,837	685,985	704,837
FR. FRUIT, NON-CIT MT										
APPLES	27,917	37,283	663,049	564,953	663,049	20,343	26,241	405,155	371,337	405,155
AVOCADOS	1,244	1,066	12,490	10,090	12,490	1,026	1,044	13,229	12,342	13,229
CHERRIES SWT & TRT	1,006	1,166	12,490	10,090	12,490	1,026	1,044	13,229	12,342	13,229
GRAPES	56,844	63,711	204,789	240,097	204,789	60,854	75,276	250,778	303,291	250,778
KIWI FRUIT	73	39	9,505	5,315	9,505	85	57	13,084	7,378	13,084
MELONS	19,375	18,916	212,882	223,273	212,882	8,128	7,621	85,470	80,607	85,470
PAPAYA	553	534	8,261	8,774	8,261	1,363	1,346	18,107	19,100	18,107
PEACHES & NECTRNS	8,710	8,518	68,236	74,822	68,236	7,671	7,864	63,672	71,900	63,672
PEARS	12,320	10,843	127,961	144,426	127,961	7,232	7,494	71,528	84,460	71,528
PLUMS/PRUNES	6,863	10,923	40,432	67,193	40,432	8,046	10,172	48,373	60,698	48,373
STRAWBERRIES	5,311	3,521	49,320	53,693	49,320	9,325	9,222	86,630	91,674	86,630
OTHER NON-CITRUS	4,608	4,056	48,272	47,787	48,272	6,468	5,695	60,323	62,554	60,323
Subtotal:----	144,825	159,576	1,475,462	1,474,624	1,475,462	130,567	152,308	1,256,023	1,296,148	1,256,023
CAN/PREP. FRUIT MT										
CHERRIES, TART CN	165	211	5,133	6,270	5,133	248	317	6,336	7,406	6,336
FRUIT MIXTURES	2,316	3,084	28,885	26,876	28,885	2,980	3,739	34,317	31,614	34,317
MARACHINO CHERRY	2,549	3,229	4,917	7,759	4,917	1,055	640	10,196	17,925	10,196
PEACHES, CANNED	2,825	1,499	20,915	17,179	20,915	2,301	1,250	13,088	17,433	13,088
PINEAPPLE, CANNED	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711	2,711
OTHER CANNED FRUIT	4,872	3,650	48,840	42,596	48,840	5,810	4,719	52,440	52,440	52,440
OTHER PREP/PRESER	5,822	5,845	77,272	77,272	77,272	7,579	7,468	78,658	78,658	78,658
Subtotal:----	17,269	15,077	185,664	184,885	185,664	20,167	17,706	206,571	204,158	206,571
ORIEO FRUIT MT										
PRUNES, ORIEO	5,771	5,903	60,238	62,548	60,238	13,127	12,116	142,075	139,073	142,075
RAISINS, ORIEO	14,040	13,925	122,132	118,824	122,132	22,969	23,424	196,098	200,420	196,098
OTHER ORIEO FRUIT	2,326	2,399	32,032	42,411	32,032	6,331	6,404	62,303	55,474	62,303
Subtotal:----	23,047	22,227	214,402	203,783	214,402	42,426	41,944	400,476	394,967	400,476
FROZEN FRUIT MT										
BLUEBERRIES, FROZ	496	537	7,742	13,785	7,742	803	942	11,597	18,713	11,597
STRAWBERRIES, FRO	1,960	2,106	25,730	21,890	25,730	2,537	2,717	33,530	28,346	33,530
OTHER FROZEN FRUIT	1,981	2,108	19,310	28,612	19,310	2,711	2,726	28,830	39,707	28,830
Subtotal:----	4,437	4,751	52,782	64,287	52,782	6,051	6,384	72,957	86,766	72,957
FRUIT/VEG JUICES KL										
GRAPEFRUIT JU, CN	3,961	5,836	55,966	63,393	55,966	2,947	3,354	41,669	43,790	41,669
ORANGE JUICE, CON	21,017	32,080	284,382	326,175	284,382	15,750	12,700	165,313	163,945	165,313
ORANGE JUICE, NOT	14,816	11,751	159,862	159,862	159,862	9,650	8,871	105,564	109,185	105,564
OTHER JUICES	45,838	41,730	428,750	489,240	428,750	29,334	28,606	319,189	348,225	319,189
Subtotal:----	85,232	91,398	926,059	1,031,670	926,059	54,681	52,531	631,735	665,145	631,735
FRESH VEGETABLES MT										
ASPARAGUS, FR, CH	412	156	18,544	14,344	18,544	1,138	423	66,818	51,666	66,818
BROCCOLI	7,296	8,041	116,621	129,396	116,621	6,007	5,989	91,261	84,418	91,261
CARROT	8,618	9,659	99,327	107,457	99,327	5,716	6,190	73,676	71,619	73,676
CELERY	4,417	5,583	111,150	116,728	111,150	1,981	2,217	57,181	38,886	57,181
LETTUCE, FR CHLO	14,809	22,390	275,794	286,294	275,794	8,800	9,001	184,044	132,876	184,044
ONIONS	24,634	27,161	311,267	224,447	311,267	6,516	8,498	105,026	69,739	105,026
PEPPERS	1,400	1,645	50,147	58,504	50,147	1,144	1,248	48,727	46,467	48,727
TOMATOES	9,656	9,300	139,476	134,285	139,476	3,357	3,720	109,688	100,428	109,688
OTHER VEGETABLES	33,221	38,246	726,644	722,921	726,644	2,194	2,754	400,144	383,227	400,144
Subtotal:----	104,463	122,182	1,848,971	1,791,376	1,848,971	58,853	63,039	1,136,564	979,327	1,136,564
VEG. CANNED MT										
KETCHUP	2,608	3,405	40,412	41,143	40,412	2,016	2,522	29,801	30,851	29,801
SWEET CORN, CANNE	12,440	12,739	165,155	168,615	165,155	10,245	11,000	138,095	135,953	138,095
TOMATO PASTE	7,907	11,183	79,805	101,049	79,805	5,325	8,074	71,449	77,333	71,449
TOMATO SAUCE	6,087	6,656	84,053	84,053	84,053	5,015	6,490	77,615	77,615	77,615
OTHER CAN VEG	19,947	21,207	234,435	253,825	234,435	24,468	22,730	281,163	315,358	281,163
Subtotal:----	47,989	55,192	605,818	648,696	605,818	48,069	53,816	598,124	640,453	598,124
FROZEN VEGETABLES MT										
FROZEN FRENCH FRY	25,974	29,740	353,131	350,487	353,131	19,439	21,844	260,204	256,185	260,204
FZV SWT CORN	5,111	4,456	65,341	59,253	65,341	4,408	3,948	57,478	50,829	57,478
OTHER POT FZV	1,800	2,007	25,303	20,772	25,303	1,555	1,700	20,454	17,868	20,454
OTHER FZV VEG	5,412	5,106	69,838	71,480	69,838	7,770	4,449	63,109	63,306	63,109
Subtotal:----	38,296	41,309	513,614	501,991	513,614	30,173	31,942	401,245	388,188	401,245
VEG. DEHYD MT										
CARROT DEHYD	667	870	7,832	9,622	7,832	1,653	1,894	18,414	21,690	18,414
ONION DEHYD	2,561	2,713	30,875	30,465	30,875	1,113	1,222	10,932	10,932	10,932
POTATOES DEHYD	3,985	3,552	59,930	59,930	59,930	3,336	2,976	59,930	59,930	59,930
OTHER DEHYD VEG	3,985	3,552	59,930	59,930	59,930	3,336	2,976	59,930	59,930	59,930
Subtotal:----	10,723	10,722	143,037	140,037	143,037	10,077	10,025	121,741	121,741	121,741
TREE NUTS MT										
ALMONDS, UNSHLO	2,237	5,716	17,886	19,609	17,886	5,501	13,627	45,293	47,853	45,293
PISTACHIO, UNSHLO	636	355	11,789	10,231	11,789	3,001	1,178	34,698	36,474	34,698
WALNUTS, SHLO	1,158	1,760	21,816	21,139	21,816	6,692	6,468	65,228	74,538	65,228
WALNUTS, UNSHLO	1,391	5,745	50,659	62,144	50,659	2,616	12,707	82,971	121,232	82,971
OTHER NUTS	3,487	5,120	58,762	73,592	58,762	12,785	15,274	162,713	206,474	162,713
ALMONDS, SH/PREP	27,028	29,774	214,014	282,227	214,014	78,978	149,917	724,459	894,225	724,459
Subtotal:----	35,938	48,469	374,926	468,942	374,926	105,573	199,171	1,115,362	1,380,816	1,115,362
NURSERY PRODUCTS										
CUT FLOWERS	0	0	0	0	0	4,327	4,624	38,519	46,529	38,519
OTHER NURSERY	0	0	0	0	0	8,310	9,152	154,643	154,643	154,643
Subtotal:----	0	0	0	0	0	12,636	13,777	196,162	201,142	196,162
HOPS & PRODUCTS MT										
HOP EXTRACT	92	313	4,394	3,751	4,394	1,346	4,764	70,105	60,224	70,105
HOP PELLETS	159	184	5,823	5,549	5,823	763	1,279	39,412	30,441	39,412
HOPS, NFSP	372	187	5,824	3,860	5,824	1,934	689	17,726	16,847	17,726
Subtotal:----	624	594	14,071	12,160	14,071	4,043	6,732	127,237	107,512	127,237
WINE KL										
GRAPE WINES	11,268	17,562	123,670	154,853	123,670	19,211	35,169	200,973	286,427	200,973
OTHER WINE PROO	1,250	1,121	12,519	15,158	12,519	4,022	1,297	15,044	18,267	15,044
Subtotal:----	12,519	18,684	136,189	170,011	136,189	20,613	36,466	216,017	304,694	216,017
MISCELLANEOUS MIXED										
BEER & BEVERAGES	74,736	48,339	834,125	744,403	834,125	44,438	30,485	508,825	452,774	508,825
EDIBLE PREPARATIO	14,016	17,519	194,915	208,291	194,915	50,910	82,884	801,363	813,101	801,363
GINSENG	81	59	908	893	908	712	4,633	65,653	77,527	65,653
POTATO CHIPS	5,974	5,561	69,692	59,922	69,692	11,643	19,479	190,479	166,159	190,479
OTHER MISC	0	0	0	0	0	13,952	13,952	264,936	264,936	264,936
Subtotal:----	94,807	71,478	1,099,640	1,013,509	1,099,640	143,736	165,590	1,631,255	1,862,898	1,631,255
Grand Total:----						720,498	877,211	9,110,307	9,446,709	9,110,307

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES  
WORLD TOTAL, OCTOBER - SEPTEMBER YEAR  
SEP 1996

NAME		QUANTITY					VALUES (1000 DOLLARS)				
GROUP & COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TO DATE LAST YR	YR TO DATE CURR YR	LAST YEAR	CURR MON LAST YR	CURR MON CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	
FRESH FRUIT MT											
APPLES	7,608	7,927	142,316	175,491	142,316	2,411	3,347	95,959	103,231	95,959	
AVOCADOS	4,546	4,490	18,869	22,118	17,637	4,273	4,273	20,444	20,444	17,637	
BANANAS	291,520	328,250	3,674,713	3,782,707	3,674,713	87,270	94,512	1,052,675	1,093,031	1,052,675	
CANTALOUPE	63	398	274,961	333,902	274,961	131	131	81,334	108,031	81,334	
GRAPES	1,377	652	363,688	341,098	363,688	440	166	305,124	344,799	305,124	
KIWI FRUIT	1,972	2,477	38,558	37,301	36,558	2,331	2,331	21,710	24,039	21,710	
MANGOES	2,776	1,606	142,045	166,058	142,045	2,602	646	120,811	100,039	120,811	
PEACHES	43	189	48,505	41,887	49,505	35	162	31,822	31,085	31,822	
PEARS	68	78	48,065	57,371	48,065	73	190	29,363	34,106	29,363	
PINEAPPLES	8,131	9,908	124,862	128,547	124,862	2,796	4,100	42,735	47,735	42,735	
STRAWBERRY	204	77	2,639	3,704	2,639	4	42	9,935	69,981	9,935	
OTHER MELONS	38,559	40,985	2,639	3,704	2,639	67	168	2,867	3,393	2,867	
OTHER FRUIT	38,559	40,985	2,639	3,704	2,639	67	168	2,867	3,393	2,867	
Subtotal:----	352,668	396,296	5,672,093	5,982,982	5,672,093	112,142	126,586	2,152,997	2,315,450	2,152,997	
DRIED FRUIT MT											
DRIED APRICOTS	1,395	1,297	14,220	14,069	14,220	2,735	3,409	23,594	30,639	23,594	
DRIED FIGS & PSI	348	253	2,257	5,044	2,257	2,869	581	14,526	17,188	14,526	
OTHER DRIED FRUIT	2,095	2,641	21,972	25,302	21,972	2,949	4,219	31,441	37,682	31,441	
Subtotal:----	3,838	4,191	48,449	44,416	48,449	6,553	8,209	69,561	77,510	69,561	
FROZEN FRUIT MT											
FZN BLUEBERRIES	1,035	2,667	8,365	10,472	8,365	1,219	4,895	11,188	16,085	11,188	
FZN STRAWBERRIES	344	340	21,148	21,585	26,585	301	300	26,549	26,649	26,549	
OTHER FZN FRUIT	1,764	2,814	23,786	33,220	24,786	2,100	2,933	27,294	38,421	27,294	
Subtotal:----	3,144	5,820	59,736	65,340	59,736	3,620	8,128	65,031	72,175	65,031	
CANNED/PREP FRUIT MT											
CANNED OLIVES	8,026	4,557	73,806	72,282	73,806	12,645	12,207	168,702	181,991	168,702	
CANNED ORANGES	1,854	3,249	5,883	5,849	5,883	2,775	5,113	47,761	64,148	47,761	
CANNED PEACHES	1,893	1,705	1,168	1,762	1,893	2,580	1,094	10,779	11,726	10,779	
CANNED PINEAPPLE	22,247	26,257	29,079	30,666	29,079	12,077	16,531	151,203	195,435	151,203	
MIXED FRUIT	2,437	2,359	3,736	46,109	3,736	1,969	2,421	30,493	42,609	30,493	
PREP/PRES FRUIT	5,940	6,382	6,490	70,663	6,490	7,748	8,145	90,399	88,398	90,399	
OTHER CANNED FRU	6,272	7,259	64,817	63,644	64,817	7,564	7,927	78,615	78,573	78,615	
Subtotal:----	47,251	50,959	609,878	635,675	609,878	44,659	49,838	578,151	662,879	578,151	
FRUIT&VEG JUICE SSE KL											
APPLE JUICE	52,374	51,554	929,630	856,697	929,630	19,842	19,185	256,927	327,267	256,927	
FCOJ	40,520	42,530	889,508	816,744	889,508	10,561	11,101	182,626	215,338	182,626	
GRAPE JUICE	26,870	19,957	6,748	8,666	6,748	1,920	6,265	20,428	68,896	20,428	
PINEAPPLE JUICE	20,407	24,137	2,928	3,388	2,928	4,456	6,313	63,044	88,044	63,044	
OTHER JUICES	3,997	19,379	6,680	9,377	6,680	9,919	10,539	111,026	132,434	111,026	
Subtotal:----	134,163	157,577	2,425,093	2,453,377	2,425,093	43,697	53,741	634,856	829,939	634,856	
FRESH VEGETABLES MT											
CARLIC	209	726	22,685	22,438	22,685	211	1,101	29,250	27,212	29,250	
ASPARAGUS	2,536	3,230	34,632	33,333	34,632	916	1,160	55,864	58,156	55,864	
BELL PEPPER	2,067	1,124	131,364	155,549	131,364	7,553	9,929	177,122	147,926	177,122	
CARROTS	12,708	4,433	101,168	101,843	101,168	3,948	2,302	22,065	14,228	22,065	
CHILLI PEPPER	14,854	14,971	79,654	104,009	79,654	5,462	4,118	67,491	51,477	67,491	
CUCUMBERS	2,603	2,230	237,483	295,907	237,483	1,144	1,229	127,519	115,608	127,519	
ONIONS	5,117	6,734	216,043	266,779	216,043	4,035	5,168	129,064	146,632	129,064	
POTATOES	26,526	21,359	240,481	489,908	240,481	4,309	3,955	44,505	99,581	44,505	
SQUASH	1,142	1,130	11,487	132,970	11,487	425	406	83,567	67,300	83,567	
TOMATOES	31,643	33,680	559,771	724,621	559,771	18,731	19,205	406,067	679,977	406,067	
OTHER FRESH VEG	27,817	13,167	399,143	435,337	399,143	13,847	15,039	240,703	234,033	240,703	
Subtotal:----	132,221	131,785	2,136,812	2,772,695	2,136,812	63,781	63,603	1,388,017	1,651,200	1,388,017	
CANNED/DEHYD VEGE MT											
CND ARTICHOKES	2,757	2,141	20,902	26,367	20,902	5,059	3,578	37,732	45,213	37,732	
CND BAMBOO	4,596	4,405	9,341	9,392	9,341	4,46	1,777	17,196	32,506	17,196	
CND MUSHROOMS	4,976	4,805	5,586	5,699	5,586	11,945	8,534	167,113	115,589	167,113	
CND PUMPHINIO	6,633	5,544	8,580	8,111	8,580	9,20	7,75	11,639	10,493	11,639	
CND TOMATOES	8,470	2,791	5,989	48,630	5,989	4,474	1,209	23,520	20,491	23,520	
CND WATERCHNUTS	1,592	1,661	3,354	3,333	3,354	1,187	1,555	23,904	37,746	23,904	
TOMATO PSI & SAU	4,134	1,925	5,443	34,204	5,443	3,063	1,807	42,627	34,648	42,627	
DRIED MUSHROOMS	120	67	2,352	1,536	2,352	1,228	923	22,432	11,049	22,432	
DRIED TOMATOES	392	610	5,587	6,106	5,587	1,437	2,288	21,544	23,027	21,544	
OTHER DEHYD VEG	7,203	9,816	108,807	128,049	108,807	7,862	10,173	101,343	128,352	101,343	
OTHER CAN VEG	19,411	18,899	210,672	211,722	210,672	17,054	16,777	197,701	198,012	197,701	
Subtotal:----	54,315	46,659	594,794	587,930	594,794	58,374	50,896	672,755	648,648	672,755	
FROZEN VEGETABLES MT											
BROCCOLI FZN	14,461	13,048	169,617	181,563	169,617	8,726	8,110	101,122	102,188	101,122	
CAULIFLOWER FZN	1,078	1,198	15,473	18,351	15,473	712	878	15,663	17,599	15,663	
POTATO FZN	11,297	11,032	169,056	189,071	169,056	6,821	9,400	96,764	104,893	96,764	
OTHER VEG FZN	97,955	52,793	572,786	591,994	572,786	23,431	2,190	312,225	331,241	312,225	
Subtotal:----	97,955	52,793	572,786	591,994	572,786	23,431	2,190	312,225	331,241	312,225	
TREE NUTS MT											
BRAZILS TOT	1,307	847	10,643	7,821	10,643	2,538	2,499	19,940	16,613	19,940	
CASHEWS TOT	4,729	6,366	6,279	61,038	6,279	21,720	31,063	243,522	300,213	243,522	
COCONUT	5,673	2,990	58,371	43,090	58,371	4,734	2,785	47,600	35,895	47,600	
PECANS	922	728	2,276	24,814	2,276	4,283	5,557	72,806	53,623	72,806	
OTHER NUTS	1,831	1,455	18,533	18,533	18,533	2,68	6,849	88,437	74,881	88,437	
Subtotal:----	14,462	12,395	172,163	155,296	172,163	41,544	45,752	472,304	481,224	472,304	
NURSEY PRODUCTS M											
CARNATIONS	76,107	81,767	1,149,990	1,278,692	1,149,990	6,557	7,328	107,806	129,577	107,806	
CHRISTMAS TREES	0	0	0	0	0	0	0	0	0	0	
CHRYSANTHEMUS	48,913	51,781	621,067	672,248	621,067	6,626	7,460	11,269	12,982	11,269	
ROSES	49,944	58,314	752,832	829,524	752,832	13,478	14,109	149,587	184,074	149,587	
TULIP BULBS	101,759	104,308	321,236	341,260	321,236	13,590	14,039	168,372	184,074	168,372	
OTHER CUT FLOWER	0	0	0	0	0	0	0	0	0	0	
OTHER NURSEY PROO	0	0	0	0	0	0	0	0	0	0	
Subtotal:----	274,723	296,170	2,847,140	3,127,560	2,847,140	82,574	802,962	930,508	1,002,962	930,508	
HOPS & PRODUCTS MT											
HOPS & PELLETS	29	0	5,191	5,365	5,191	223	0	34,467	37,979	34,467	
OTHER HOP PROO	0	0	555	503	555	0	11	3,404	3,699	3,404	
Subtotal:----	29	0	5,746	5,867	5,746	223	11	37,871	41,678	37,871	
WINE KL											
RED WINE	9,314	10,943	121,295	150,951	121,295	33,440	41,186	435,141	565,708	435,141	
SPARKLING WINE	3,366	2,947	29,492	31,069	29,492	35,553	33,626	266,329	313,991	266,329	
WHITE WINE	2,658	2,679	34,531	106,568	34,531	24,157	24,791	303,143	360,701	303,143	
OTHER WINE PROO	2,822	5,802	30,172	47,705	30,172	7,716	13,634	94,108	119,764	94,108	
Subtotal:----	22,859	27,371	275,490	336,294	275,490	100,866	116,237	1,098,721	1,360		

## **EXPORT NEWS AND OPPORTUNITIES**

### **New Zealand kiwifruit sales going strong**

Despite a strong currency, and increased shipping costs, New Zealand kiwifruit sales from January-September, 1996 are running 11 percent ahead of the same time period a year ago. Total calendar year 1996 kiwifruit exports are forecast at 205,000 tons compared with 190,137 tons shipped in 1995.

In Europe, gains over the 1995 and 1994 seasons have been made in both volume and price terms, contributing to growth in net revenue. Export performance highs this season have been recorded in France, Italy, the Netherlands, Spain and the UK.

Strong sales in Japan have been attributed to a wider distribution network, promotions and lower imports from Chile. The volume of sales and returns are both up, and are expected to remain so for the rest of the season.

The Korean and Taiwanese markets continue to perform strongly, while significant growth has been achieved in South American markets (particularly Argentina) and Australia.

### **New Zealand Kiwifruit Exports in metric tons, January-September 1995 and 1996**

<b>Destination</b>	<b>1995</b>	<b>1996</b>
EU	98,056	98,747
Japan	25,196	33,713
Canada	8,530	10,875
Australia	8,504	10,369
Taiwan	4,034	5,954
Korea	2,491	4,308
Argentina	1,295	2,242
Hong Kong	1,790	1,700
Mexico	780	752
China	249	811
Saudi Arabia	856	962
Other	4,882	4,897
<b>Total</b>	<b>156,663</b>	<b>174,512</b>

### **GSM-102 Credit Guarantee Program: credit guarantees made available for China, the Southern Africa Region and the East Africa Region; coverage expanded to include dehydrated instant soup to Russia**

Since the last publication, the USDA has announced three new GSM-102 programs for fiscal year 1997 to make available financing for the sales of U.S. agricultural commodities overseas. Also, the USDA has expanded coverage to Russia. On October 28, the USDA authorized \$100 million in credit guarantees for sales of U.S. agricultural commodities to China. This program provides coverage for sales of fresh fruit (apples and cherries), potatoes (cut and chilled or frozen; flakes; granules) and a "market basket" of other agricultural commodities. Coverage is offered for fresh fruit and potatoes on credit terms from 90 days to 3 years.

On November 5, 1996, the USDA authorized \$50 million in credit guarantees for sales of U.S. agricultural commodities in the Southern Africa Region. The Southern Africa Region includes Angola, Botswana, Burundi, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Sudan, Seychelles, South Africa, Swaziland, Tanzania, Zaire, Zambia and Zimbabwe. The fiscal year 1997 Southern Africa Region program provides coverage for potatoes (cut and chilled or frozen; flakes; granules) and other agricultural commodities. Coverage is offered for potatoes on credit terms from 90 days to 3 years.

On November 6, the USDA authorized \$35 million in credit guarantees for sales of U.S. agricultural commodities to countries in the East Africa Region, Kenya and Uganda. The new program provides coverage for sales of potatoes (cut and chilled or frozen; flakes; granules) to any of the eligible countries in the region. Coverage is offered for potatoes on credit terms of 90 days to 1 year.

On November 14, 1996 the General Sales Manager (GSM) amended the allocation of credit guarantees for sales of U.S. agricultural

commodities to Russia to include coverage on sales of dehydrated instant soup, in addition to the commodities announced earlier. The total fiscal year 1997 allocation for sales of all eligible commodities to Russia under GSM-102 remains unchanged at \$30 million.

The GSM-102 program makes available financing for the sales of U.S. agricultural commodities overseas. USDA does not provide financing, but guarantees payments due from foreign banks. USDA typically guarantees 98 percent of the principal and a portion of the interest. The GSM-102 program covers credit terms from 90 days to three years. Under the program, once a firm sale exists, the qualified U.S. exporter applies for a payment guarantee before the date of export. The U.S. exporter pays a fee calculated on the dollar amount guaranteed, based on a schedule of rates applicable to different lengths of credit periods. The CCC-approved foreign bank issues a dollar-denominated, irrevocable letter of credit in favor of the U.S. exporter, ordinarily advised or confirmed by the financial institution in the United States agreeing to extend credit to the foreign bank. The U.S. exporter may negotiate an arrangement to be paid as exports occur by assigning the U.S. financial institution the right to proceeds that may become payable under the guarantee, and later presenting required documents to that financial institution. Such documents normally include a copy of the export report. If a foreign bank fails to make any payment as agreed, the exporter or the assignee may file a claim with USDA for the amounts due and covered by the guarantee. USDA will pay the U.S. bank and will take on the responsibility of collecting the overdue amount from the foreign bank.

The following table on page 8 presents FY 1997 allocations by country and product along with registrations through November 1, 1996 for various horticultural commodities and products. Repayment terms vary under the program, from 90 days to 3 years. *Cautionary information for use of the accompanying table: The table reflects only exporter applications for guarantees that have been entered into the GSM 102 computerized system. At any given time,*

*exporter applications are in process, and not all of those received have been entered into the system. Moreover, all applications are initially entered into the system on a provisional basis until price reviews have been completed, the guarantee fee has been received, and the written guarantee has been issued. Thus, some applications now in the system may in the future be removed, and the commodity balances correspondingly increased.* For details on terms and authorizations, see the footnotes to the table.

Note: The GSM will consider requests to establish a GSM-102 program for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible. (For further information on the GSM-102 program for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-9903).

#### **Supplier Credit Guarantee Program announced: \$10 million for Guatemala**

On November 1, the USDA authorized \$10 million in credit guarantees for sales of U.S. agricultural commodities to Guatemala under the Commodity Credit Corporation's Supplier Credit Guarantee Program (SCGP) for fiscal year 1997. The SCGP is a new adaptation of the GSM-102 program and is designed to assist exporters of U.S. agricultural commodities who wish to provide relatively short-term credits extended to their importers. The SCGP should work well for horticultural products that normally trade on short-term, open account financing. The SCGP is available for the following horticultural products: fresh fruit (apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwi, lemons, melons, nectarines, oranges, pears, plums, peaches, raspberries, strawberries, and tangerines) and potatoes (cut and chilled or frozen; flakes; granules). Coverage up to 50 percent of the principal is offered on credit terms of 15, 20, 30, 45, 60, and 90 days. The allocation does not assign dollar amounts to any of the specified commodities and provides buyers and sellers with maximum flexibility in arranging

**FY 1997 GSM-102 Credit Guarantee Coverage 1/**

Country/Commodity	Announced Allocation (In Millions)	Exporter Applications Received (In Millions)	Balance (In Millions)
<b>CHINA</b> .....	<b>100</b> .....	<b>0</b> .....	<b>100</b>
Fresh fruit (apples & cherries)	-	0	-
Potatoes	-	0	-
<b>INDIA</b> .....	<b>15</b> .....	<b>0</b> .....	<b>15</b>
Treenuts 5/	-	0	-
<b>INDONESIA</b> .....	<b>100</b> .....	<b>1.8</b> .....	<b>98.2</b>
Potatoes	-	0	-
Tree nuts	-	0	-
Fresh Fruit 6/	-	0	-
Dried Fruit 7/	-	0	-
<b>PAPUA NEW GUINEA</b> .....	<b>1</b> .....	<b>0</b> .....	<b>1</b>
Canned Vegetables	-	0	-
<b>CZECH REPUBLIC</b> .....	<b>10</b> .....	<b>0</b> .....	<b>10</b>
Potatoes	-	0	-
Fresh Fruit	-	0	-
<b>SLOVAKIA</b> .....	<b>10</b> .....	<b>0</b> .....	<b>10</b>
Frozen Concentrated Orange Juice	-	0	-
<b>POLAND</b> .....	<b>25</b> .....	<b>0</b> .....	<b>25</b>
Potatoes	-	0	-
<b>RUSSIA</b> .....	<b>30</b> .....	<b>9.4</b> .....	<b>20.6</b>
Canned Vegetables 8/	-	0	-
Dehydrated instant soup	-	0	-
Fresh Vegetables 9/	-	0	-
Frozen Vegetables	-	0	-
Fresh Fruits	-	0	-
Frozen Concentrated Orange Juice	-	0	-
Tree Nuts	-	0	-
Potatoes	-	0	-
<b>EGYPT</b> .....	<b>100</b> .....	<b>68</b> .....	<b>32</b>
Fresh Fruit	-	0	-
Potatoes	-	0	-
<b>TUNISIA</b> .....	<b>30</b> .....	<b>0</b> .....	<b>30</b>
Tree Nuts	-	0	-
<b>EAST CARIBBEAN REGION 2/</b> .....	<b>50</b> .....	<b>6.6</b> .....	<b>43.4</b>
Fresh fruit	-	0	-
<b>MEXICO</b> .....	<b>500</b> .....	<b>173</b> .....	<b>327</b>
Tree Nuts	-	0	-
Fresh Fruits	-	0	-
Hops and Products	-	0	-
Potatoes	-	0	-
<b>ANDEAN REGION 3/</b> .....	<b>200</b> .....	<b>15.8</b> .....	<b>184.20</b>
Tree Nuts	-	0	-
Fresh Fruits	-	0	-
Dried Fruits	-	0	-
Frozen Fruits	-	0	-
<b>CENTRAL AMERICA REGION 4/</b> .....	<b>40</b> .....	<b>6.9</b> .....	<b>33.1</b>
Potatoes	-	0	-
<b>SOUTHERN AFRICA REGION 10/</b> .....	<b>50</b> .....	<b>0</b> .....	<b>50</b>
Potatoes	-	0	-
<b>EAST AFRICA REGION 11/</b> .....	<b>35</b> .....	<b>0</b> .....	<b>35</b>
Potatoes	-	0	-
<b>BRAZIL</b> .....	<b>75</b> .....	<b>2.3</b> .....	<b>72.7</b>
Fresh Fruit	0	1.9	-
Potatoes	-	0	-

1/ Coverage announced for FY 1997 as of October 11, 1996 as detailed in FAS Program Announcements (tel: 202-690-1621 for information); unless otherwise noted, terms are FOB, 90-days to 3 years. 2/ Barbados, Grenada, Guyana, St. Lucia, St. Vincent, and the Grenadines, Surinam, Trinidad and Tobago. 3/ Bolivia, Colombia, Ecuador, Chile, Peru, and Venezuela. 4/ Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 5/ almonds, pecans, pistachios, walnuts, Hazelnuts. 6/ Apples, apricots, avocados, blueberries, cherries, grapes, grapefruit, kiwifruit, lemons, melons, (watermelons, cantaloup, and honeydew), nectarines, oranges, pears, plums, peaches, raspberries, strawberries, tangerines. 7/ raisins, prunes, dates, figs, apples. 8/ asparagus, beans, carrots, corn, peas, tomatoes, tomato paste. 9/ asparagus, beans, broccoli, carrots, cauliflower, celery, corn, garlic, lettuce, onions, peppers, potatoes, and tomatoes. 10/Angola, Botswana, Burundi, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Sudan, Seychelles, South Africa, Swaziland, Tanzania, Zambia, and Zimbabwe. 11/ Kenya and Uganda.

the size of their transaction within the scope of the overall allocation.

The new Supplier Credit Guarantee Program (SCGP) is unique because it covers short-term financing extended directly by U.S. exporters to foreign buyers and requires that the importers sign a promissory note in case of default on the CCC-backed payment guarantee. The SCGP emphasizes high-value and value-added products, but may include commodities or products that also have been programmed under the GSM-102 program.

Note: The GSM will consider requests to establish a SCGP for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible. (For further information on the SCGP for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-9903).

## **WORLD TRADE SITUATION AND POLICY UPDATES**

### **Japan terminates E-Coli testing program for fresh vegetables, gives products clean bill of health**

Japan's Ministry of Agriculture, Forestry and Fisheries (MAFF) announced on November 12 that it was terminating the E-coli O-157 inspection program for fresh vegetables that it had implemented in August of this year, according to a report from the U.S. Agricultural Minister-Counselor's office. In announcing the program's termination, MAFF noted that "the safety of vegetables is fully confirmed." This action bodes well for U.S. fresh vegetable exporters, some of whom had been reporting sluggish sales activity in Japan in the wake of the E-coli crisis. Shipments to Japan, the United States' second leading fresh vegetable export market last year behind Canada, have registered rapid growth in recent years.

According to MAFF, a total of 6,938 samples, taken from both domestic and imported sources, were tested during the program's tenure, with no positive E-coli detections recorded. The targeted

import commodities were: lettuce, broccoli, garlic, burdock root, tomatoes, peppers, cabbage, asparagus, ginger, onions, celery, carrots, and shallots. While the United States is not presently permitted to export certain of these products to Japan (e.g., tomatoes and peppers), combined shipments of those products that are shipped, including broccoli, lettuce and asparagus, were valued at nearly \$125 million in CY 1995.

### **U.S. trade agreement with Israel expands horticultural access**

The United States and Israel recently completed negotiations on the U.S.-Israel Agreement on Trade in Agricultural Products that aims to boost agricultural trade between the two countries. Implementation of the Agreement, which provides for immediate access for some U.S. horticultural products, is scheduled to begin on December 4, 1996. Under the Agreement, all products are covered in one of three categories: (a) products free from duty or other restrictions; (b) products imported duty-free within a specified tariff-rate quota (TRQ); products subject to preferential tariff treatment. The greatest gains for U.S. horticultural products will be derived from the category of products entering duty-free within specified TRQ's.

Horticultural commodities with major potential that will benefit from duty-free TRQ's are apples, grapes, pears, citrus, and selected fresh and frozen vegetables. For example, the Agreement establishes an initial duty-free quota for apples of 1,600 metric tons. This quota will increase 3 percent each year of the agreement and reach 1,885 tons by the year 2001. The out-of-quota tariff for U.S. apples will be established at a rate that is 10 percent below the applied Most Favored Nation (MFN) rate. For wine, the Agreement reduces the import duty to 50 percent immediately, and to 40 percent by the year 2001, which is the fifth and final year of the agreement.

## World Raisin Situation in Selected Countries

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Raisin and sultana production (packed weight basis) in selected Northern Hemisphere countries in 1996/97 is forecast to drop nearly 6 percent to 474,000 tons. Decreases in Turkey and Mexico account for the decline. Northern Hemisphere exports in 1996/97 are forecast to fall 18 percent to 277,000 tons. Turkey and Mexico account for the decline in exports. Although the volume of U.S. raisin exports was down in 1995/96, the value of exports reached a record \$199 million. Major U.S. markets included, the United Kingdom, Japan, Canada, and Germany. The volume of U.S. raisin exports in 1996/97 is forecast to approximate last year's level due to stable supplies and net unchanged demand in export markets.

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### Northern Hemisphere Countries

The 1996/97 raisin/sultana pack in the major commercial producing countries of the Northern Hemisphere is forecast at 473,700 tons (packed-weight basis), down 6 percent from 1995/96. Significant pack reductions in Turkey, and Mexico are responsible for the downturn in output. U.S. production is expected to be lower than average for the second straight season.

Northern Hemisphere exports, after rising for the last three years, are forecast to decline by more than 18 percent in 1996/97. Sharp decreases in exports are expected from Mexico and Turkey.

### **Turkey**

#### ***Turkish supply and exports to decline in 1996/97***

The 1996/97 sultana pack in Turkey is forecast at 170,000 tons, down 11 percent from 1995/96. Record September rainfall reportedly caused significant damage to the crop. Preliminary reports indicate that as much as 20 percent of the crop has not been dried and that a significant portion was only partially dried when the rain occurred. Indications are that mold will be a problem, resulting in some crop loss, and a significant portion of the crop will be downgraded.

In recent years, most of the increase in seedless

grape production has resulted from more intensive cultivation through better irrigation and the use of trellises, rather than from an increase in area. For the past several years, TARIS, the quasi-governmental Aegean growers cooperative for olives, cotton, figs, and sultanas, has advocated limiting the area planted to seedless grapes because it believes the export market is saturated. The idea has reportedly received little support from growers, the Government, or processors. On August 20, 1996, TARIS announced the 1996/97 procurement price of TL 85,000 per kilogram (about US\$0.85 per kilogram). This price represents a slight increase over the 1995/96 price in real (inflation-adjusted) terms.

Movement to privatize grower cooperatives is moving slowly. In 1995, the government began this process by forgiving all debts of the Agricultural Sales Cooperative Unions. The Agricultural Bank has provided long-term bonds to erase the debts, which totaled about U.S.\$ 1.5 billion, including U.S. \$470 million for TARIS. TARIS operates a separate division for each commodity and indicates that the sultana division is profitable. Most of the losses were in other commodities.

***Elimination of EU minimum import price (MIP) is expected to aid Turkish sultana exports after 1998***

In 1995/96 Turkish sultana exports reached a

record 179,500 tons. In 1996/97 exports are expected to fall by 30 percent to 125,000 tons. This decrease is based on a low stock carry-in, lower production, and an increase in domestic utilization. The EU is the most important market for Turkish sultanas. Future Turkish sultana exports will benefit from the elimination of the EU minimum import price (MIP) system in 1998. This will likely help improve overall exports to the EU and increase consumer-packaged shipments, which currently has a duty charged at a higher rate than bulk shipments. Outside of the European Union, Australia and Canada are the other important export markets for Turkish sultanas. Russia also is an important customer, but Turkey has faced considerable competition from the lower priced Iranian sultanas.

**Turkish Sultana Exports - 1995/96**  
**Metric Tons**

United Kingdom	36,951
Netherlands	31,067
Germany	24,383
Italy	15,842
Belgium	10,871
France	8,942
Australia	5,906
Canada	5,286
Spain	4,321
Ireland	4,289
Others	31,642
<b>Total</b>	<b>179,500</b>

Source: U.S. Agricultural Attache

Price levels this season are more than double last year's rates due to a supply shortage. Spot prices for sultanas in the Izmir Commodity Exchange were: TL 84,000 per kilogram for type #8, TL 87,500 for type #9 and TL 95,000 for type 10. Export prices for type #9 sultanas in bulk packaging was about U.S.\$ 1,170 per ton.

Domestic consumption in 1995/96 is estimated at 25,000 tons. In 1996/97, consumption is forecast to rise 60 percent to 40,000 tons. This is due to the damage to the crop, which may make part of the production suitable only for distillation. This portion will be purchased by

TEKEL, the state liquor monopoly for distillation. Approximately 20,000 tons have been purchased already. TARIS will likely also purchase a large amount of sultanas (40,000 tons), usually the lower non-export grades, for consumption, in 1996/97.

There is no direct export subsidy for sultanas. The Agricultural Bank of Turkey, however, provides subsidized credit to producers and packers at about 50 percent of commercial interest rates. To protect the domestic industry, the government has a 30-percent import duty plus a 10-percent surcharge on the CIF value of sultana imports.

## Greece

### *Greek producers continue recovery from Phylloxera problem*

The 1996/97 sultana pack is forecast at 30,000 tons, unchanged from last year. Production prospects this season were limited by an unexpected expansion of the Phylloxera virus in Crete. However, favorable weather, including the absence of rain during the drying period, has improved fruit quality this season. Quality is considered satisfactory to good. There are no stocks. The Phylloxera Recovery Program is continuing to replace vineyards with Phylloxera-resistant vines. By the year 2000, the government expects that 60 to 70 percent of the vines will have been replaced with new plants, allowing output to recover to an estimated 65,000 to 70,000 tons. Although a recovery in production is likely, problems with the Phylloxera virus may have caused some industry restructuring by permanently pushing some growers out of business. Good prices for grapes for the fresh market and wineries have encouraged many farmers to consider them as a good choice for additional income after they meet their EU raisin production quota.

About 90 percent of Greek sultana production is exported. Greek exports of sultanas in 1996/97 are expected to approximate the 1995/96 level of 28,000 tons. Major markets for Greek sultanas include the United Kingdom, Germany, and France. When the supply of Greek sultanas

increases, the industry hopes to expand sales to former and new markets. However, competition from Turkey and Iran is expected to be strong. Greece also imports sultanas, mostly from Turkey.

Domestic consumption of sultanas is small and is forecast to remain at last year's level of 3,000 tons in 1996/97.

## Mexico

Raisin production in 1996/97 is forecast to decrease to 13,000 tons, 35 percent below last season. The combination of more grapes being diverted to the fresh table grape market and less than optimal weather during the growing season lowered production. Many fresh grapes were exported to the United States to be processed into raisins or grape juice. Production will probably remain stagnant over the next 3 to 5 years due to the high cost of inputs, especially irrigation, and higher interest rates.

Planted and harvested area for raisin grapes have remained stagnant over the past several years at 5,000 hectares. The cost of production for raisins in 1996/97 is still considered high at 8,000 pesos per hectare (US\$1,015 per hectare) in Sonora. However, the cost depends on agricultural practices, which have become less intensive due to the high cost of fertilizers and pesticides. Farmgate prices for raisins for 1996/97 range from 4,500 to 7,000 pesos per ton (US\$570 to \$890 per ton), significantly higher than last year because of lower domestic and U.S. production.

In 1996/97, exports are expected to fall by more than 50 percent to 6,000 tons, due to expected lower production. The vast majority of best quality raisins are exported to the United States with a smaller amount shipped to Brazil.

Mexican processors then import lower quality raisins to meet domestic demand. Export prices are reported to have improved from U.S.\$0.53 in 1995/96 to U.S.\$0.62 or higher in 1996/97.

## *Low supplies in Mexico may signal U.S. raisin export opportunities*

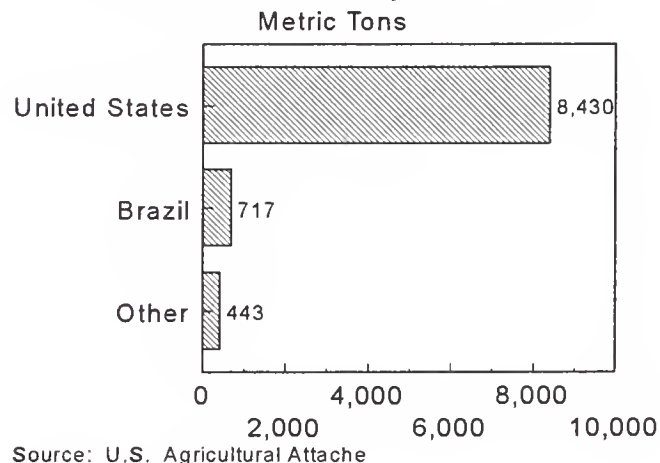
Due to production shortfalls, Mexico is forecast to double its imports of raisins in 1996/97 to 4,000 tons. The United States and Chile compete to export raisins to Mexico, with Chile exporting more based on its to lower prices. Mexico, which has limited storage space, usually begins importing Chilean raisins in February, when supplies are depleted. Imports may begin as early as December this year because supplies are lower. In the future, Mexico is likely to import more Chilean raisins under the Mexico-Chile Free Trade Agreement, as Chilean raisin prices will likely be lower.

Domestic consumption in Mexico in 1996/97 is expected to approximate last year's level of 11,000 tons. Stagnant consumer purchasing power has contributed to flat consumption. Bakeries and food processors continue to be the largest users of Mexican raisins. Christmas and Easter are the most important utilization seasons for raisins. Imported raisins (except from the United States and Chile) are assessed an import tariff of 20 percent (0806.20.01).

## United States

Raisin output in 1996/97 is projected to decline slightly to 260,700 tons, packed weight basis.

### Mexican Raisin Exports - 1995



In 1995/96, over 10,000 hectares were put in the raisin industry diversion program, due to expected oversupply, which reduced the raisin pack by approximately 44,000 tons. Although no land was put into the diversion program in 1996/97, other factors such as increased demand for grapes for processing into juice and wine, have limited the available supply for drying. The first official estimate of the 1996/97 raisin pack in the United States will be released by the USDA's National Agricultural Statistics Service in January 1997.

#### ***Value of raisin exports set a record in 1995/96***

U.S. raisin exports in 1995/96 were 2 percent below the 1994/95 volume, falling to 118,624 tons. However, on a value basis, exports rose nearly 3 percent to a record \$199 million. The United Kingdom, Japan, Canada, and Germany were the largest four markets, respectively.

The United Kingdom is the California industry's largest export market with 1995/96 exports at 27,630 tons, valued at \$44.6 million, a 6-percent increase over the previous year. While total U.K. imports have declined 7 percent since 1992/93, U.S. market share has expanded, reaching 34 percent in 1995/96. The overall decline in the U.K. market is seen as a lifestyle change where in-home baking is lessening. The U.S. industry has been able to maintain its top position in the United Kingdom by focusing on new and varied uses for raisins and by focusing on new users.

While export volume of U.S. raisins to Japan reached 25,038 tons, increasing only 2 percent in 1995/96, value increased 10 percent to \$39.4 million. U.S. raisins have managed to maintain an 88 percent market share over the last four years. The U.S. industry uses a three prong approach to promotion in the Japanese market, aiming its program at institutions (hotels, schools), manufacturers, and consumers. This strategy enabled U.S. raisin exports to remain strong despite a slow economy, currency fluctuations, and increased competition from South Africa.

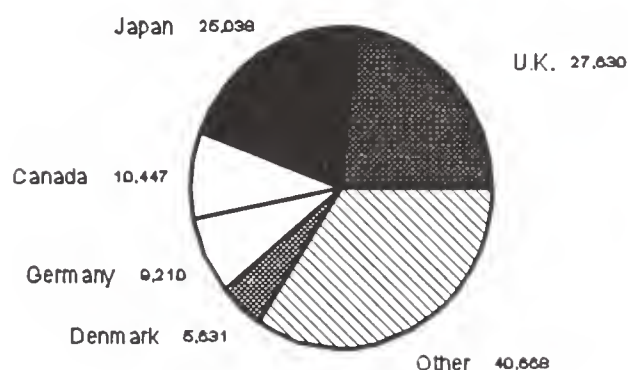
#### ***Exports to Germany on the rise again***

Exports to Germany recovered in 1995/96,

increasing 13 percent in volume terms to 9,210 tons. In value terms, U.S. raisin exports rose 18 percent to \$14.1 million. While this is still well below the record set in 1990/91, the expected level indicates some recovery after four years of decline. Germany is primarily a price market, making the German dried vine fruit sector very competitive, and low-price suppliers have significantly increased their presence. For instance, Turkish sultana shipments now account for more than 50 percent of the German market, up from 16 percent in 1992. Turkey has taken market share primarily from other sultana suppliers such as Australia, South Africa, and Iran. The U.S. industry is trying to expand the market for U.S. natural raisins by increasing educational efforts to expand awareness of U.S. product.

Exports to China and Hong Kong increased 20 percent in 1995/96, totaling 4,993 tons. In value terms, exports hit \$9.6 million, up more than 28 percent. These trade numbers reflect official exports to Hong Kong. However, the U.S. raisin industry estimates that about 60 percent of all product shipped to Hong Kong is transhipped to China. Despite growing trade, U.S. raisins are still relatively unknown in China. The U.S. industry's goal is to increase knowledge of U.S. raisins through consumer activities and educational materials. U.S. imports of raisins increased 19 percent to 12,108 tons in 1995/96. Imports from Mexico rose 51 percent to 8,370 tons. At the same time, imports from Chile decreased 26 percent. U.S. imports are forecast to fall to 10,000 tons in 1996/97, largely because of lower supplies from Mexico.

**U.S. Raisin Exports to Major Markets  
1995/96**



## **Southern Hemisphere Countries**

The estimate for the 1996/97 sultana pack in the Southern Hemisphere (harvested early in 1997) will be released in June 1997. The Southern Hemisphere 1995/96 pack estimate has been revised downward, from 126,000 tons to 122,200 tons because of a significant reduction in the estimate for Australia. Chilean raisin production in 1995/96 is estimated at 34,000 tons, unchanged from the preliminary forecast, but down 3 percent from 1994/95 because of a reduction in total grape production. In addition to fresh consumption and drying, there is increasing competition for grapes from the grape juice concentrate industry. The South African 1995/96 raisin/sultana pack is estimated at 30,000 tons, down 22 percent from 1994/95. Inclement weather, including hail and wind damage during the growing season and late-season rains, led to the reduction in output.

## **Australia**

The 1995/96 sultana production estimate has been revised down to 58,200 tons from the preliminary forecast of 62,000 tons. Although the crop did not reach the original target, the sultana pack was up 79 percent from 1994/95--the result of improved growing and drying weather and a decrease in demand for multi-purpose grapes by the wine industry.

The 1996/97 sultana pack is forecast to increase by 20 percent. Favorable weather conditions and an expected reduction in winery demand for multi-purpose grapes helped keep export prices up despite a stronger Australian dollar.

### ***Australian raisin exports to soar in 1996***

As a result of increased supply, exports are expected to soar by 122 percent to 30,000 tons in 1995/96. These supplies are expected to be used to recapture markets Australia could not supply during the drought. Primary markets include: Germany, New Zealand, Canada and the United Kingdom. Imports in 1995/96 are expected to decrease by more than 34 percent, while domestic consumption increases by 10 percent.

***(For further information on supply, distribution and trade, contact Stephanie Riddick at 202-720-9792. For information on U.S. export marketing opportunities contact Steve Shnitzler at 202-720-8495. For information on production contact Kelly Kirby Strzelecki at 202-720-6791.)***

# RAISINS: PRODUCTION, SUPPLY, AND DISTRIBUTION

(Metric Tons)  
Marketing Years 1992/93 - 1995/96

Country/ Marketing Year 1/	Beginning Stocks	Production	Imports	Exports	Domestic 2/ Consumption	Ending Stocks
<b>NORTHERN HEMISPHERE</b>						
Greece						
1993/94	7,680	37,000	650	35,000	7,200	3,130
1994/95	3,130	28,000	2,000	26,500	4,500	2,130
1995/96	2,130	30,000	800	28,000	3,000	1,930
1996/97 F	1,930	30,000	500	28,000	3,000	1,430
Turkey						
1993/94	13,008	200,000	151	154,689	25,000	33,470
1994/95	33,470	176,000	36	168,642	25,000	15,864
1995/96	20,864	190,000	0	179,500	25,000	6,364
1996/97 F	6,364	170,000	0	125,000	40,000	11,364
Mexico						
1993/94	0	10,000	6,000	4,500	11,500	0
1994/95	0	23,000	1,500	9,000	13,500	2,000
1995/96	2,000	20,000	2,000	13,000	11,000	0
1996/97 F	0	13,000	4,000	6,000	11,000	0
United States 3/						
1993/94	152,039	328,310	6,955	125,105	218,580	143,619
1994/95	143,619	361,394	10,148	120,871	215,363	178,927
1995/96	178,927	261,932	12,108	118,624	201,486	132,857
1996/97 F	132,857	260,700	10,000	118,000	205,000	80,557
Total Northern Hemisphere						
1993/94	172,727	575,310	13,756	319,294	262,280	180,219
1994/95	180,219	588,394	13,684	325,013	258,363	198,921
1995/96	203,921	501,932	14,908	339,124	240,486	141,151
1996/97 F	141,151	473,700	14,500	277,000	259,000	93,351
<b>SOUTHERN HEMISPHERE</b>						
Australia						
1993/94	6,564	44,783	6,670	16,515	35,733	5,769
1994/95	5,769	32,600	7,626	13,500	27,295	5,200
1995/96	5,200	58,200	5,000	30,000	30,000	8,400
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A
Chile						
1993/94	174	34,950	0	31,845	3,100	179
1994/95	179	35,150	0	28,877	3,250	3,202
1995/96	3,202	34,000	0	33,700	3,200	302
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A
South Africa						
1993/94	6,485	31,742	0	20,149	10,346	7,732
1994/95	7,732	38,540	0	19,795	11,113	15,364
1995/96	15,364	30,000	0	25,000	10,500	9,864
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A
Total Southern Hemisphere						
1993/94	13,223	111,475	6,670	68,509	49,179	13,680
1994/95	13,680	106,290	7,626	62,172	41,658	23,766
1995/96	23,766	122,200	5,000	88,700	43,700	18,566
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A
Grand Total						
1993/94	185,950	686,785	20,426	387,803	311,459	193,899
1994/95	193,899	694,684	21,310	387,185	300,021	222,687
1995/96	227,687	624,132	19,908	427,824	284,186	159,717
1996/97 F	N/A	N/A	N/A	N/A	N/A	N/A

1/ 1993/97 figures are forecast. Northern Hemisphere marketing years begin in August, except September in Turkey. Marketing years for Southern Hemisphere raisins, (which are harvested early in the second of the split years shown) begin Jan. 1, except December 1 in South Africa and March 1 in Australia. 2/ Domestic consumption figures include raisins used for feed and distillation purposes. 3/ includes currants. U.S. production data have been converted to a packed weight basis in order to align them with the other supply and distribution statistics.  
Sources: U.S. Agricultural Attachés. USDA/NASS estimates. U.S. Department of Commerce. Industry.

**U.S. EXPORTS OF RAISINS**  
**MARKETING YEARS (August/July) 1991/92-1995/96**  
**METRIC TONS**

<b>Destination</b>	<b>1991/92</b>	<b>1992/93</b>	<b>1993/94</b>	<b>1994/95</b>	<b>1995/96</b>
<b>North America</b>					
Canada	10,581	10,832	11,595	10,946	10,447
Mexico	353	190	2,972	498	587
<b>Subtotal</b>	<b>10,934</b>	<b>11,022</b>	<b>14,567</b>	<b>11,444</b>	<b>11,034</b>
<b>European Union</b>					
Sweden	7,166	6,409	4,902	5,188	4,317
Finland	3,894	3,579	2,547	3,345	2,078
Denmark	5,602	7,205	5,817	5,242	5,631
United Kingdom	26,578	25,585	26,123	27,824	27,630
Netherlands	4,706	4,629	3,490	3,562	3,273
France	363	173	271	210	438
Germany	13,562	13,256	12,132	8,184	9,210
Spain	731	954	455	715	420
Belgium-Lux.	3,308	3,961	2,923	2,862	2,778
Other	925	806	320	339	357
<b>Subtotal</b>	<b>66,835</b>	<b>66,557</b>	<b>58,980</b>	<b>57,471</b>	<b>56,132</b>
<b>Asia</b>					
Singapore	1,712	1,976	2,633	3,272	3,570
Malaysia	1,648	2,531	2,649	1,986	1,454
Korea, Republic of	4,123	3,318	3,193	3,702	2,142
Hong Kong	2,098	3,061	3,883	4,163	4,993
Taiwan	2,888	3,056	3,134	3,552	3,889
Japan	24,999	23,290	25,338	24,527	25,038
Other	766	743	551	643	852
<b>Subtotal</b>	<b>38,234</b>	<b>37,975</b>	<b>41,381</b>	<b>41,845</b>	<b>41,938</b>
<b>Other Countries</b>					
New Zealand	1,846	1,791	1,358	1,462	1,395
Norway	3,585	3,579	2,550	2,318	2,337
<b>All Others</b>	<b>5,241</b>	<b>4,874</b>	<b>6,269</b>	<b>6,331</b>	<b>5,788</b>
<b>Grand Total</b>	<b>126,675</b>	<b>125,798</b>	<b>125,105</b>	<b>120,871</b>	<b>118,624</b>

Source: U.S. Bureau of the Census

**U.S. IMPORTS OF RAISINS**  
**MARKETING YEARS (August/July) 1991/92-1995/96**  
**METRIC TONS**

<b>Destination</b>	<b>1991/92</b>	<b>1992/93</b>	<b>1993/94</b>	<b>1994/95</b>	<b>1995/96</b>
<b>North America</b>					
Canada	22	3	49	151	9
Mexico	3,422	3,662	3,413	5,543	8,370
<b>Subtotal</b>	<b>3,444</b>	<b>3,665</b>	<b>3,462</b>	<b>5,694</b>	<b>8,379</b>
<b>European Union</b>					
Sweden	0	0	1	0	0
Greece	0	1	20	0	0
<b>Subtotal</b>	<b>0</b>	<b>1</b>	<b>21</b>	<b>0</b>	<b>0</b>
<b>Other Europe/ Middle East</b>					
Switzerland	7	0	0	0	0
Turkey	309	1,526	2,151	1,863	1,727
<b>Subtotal</b>	<b>316</b>	<b>1,526</b>	<b>2,151</b>	<b>1,863</b>	<b>1,727</b>
<b>Asia</b>					
Afghanistan	0	0	137	1	112
Pakistan	6	0	20	41	32
China	19	0	0	20	0
India	0	0	0	0	2
<b>Subtotal</b>	<b>25</b>	<b>0</b>	<b>157</b>	<b>62</b>	<b>146</b>
<b>South America</b>					
Argentina	215	58	19	97	132
Chile	4,224	1,441	1,015	2,316	1,724
<b>Subtotal</b>	<b>4,439</b>	<b>1,499</b>	<b>1,034</b>	<b>2,413</b>	<b>1,856</b>
<b>Africa</b>					
South Africa	0	0	23	114	0
<b>Oceania</b>					
Australia	0	5	5	0	0
New Zealand	0	20	101	0	0
<b>Subtotal</b>	<b>0</b>	<b>25</b>	<b>106</b>	<b>0</b>	<b>0</b>
<b>Grand Total</b>	<b>8,224</b>	<b>6,716</b>	<b>6,954</b>	<b>10,146</b>	<b>12,108</b>

Source: U.S. Bureau of the Census

## Table Grape Situation in Selected Countries

The 1996 forecast for world table grape production in selected countries is 8.3 million metric tons, up 3 percent from the 1995 harvest. Larger crops in Greece, Italy and Spain should offset slight decreases in production in Mexico, France, and Argentina. Table grape exports in 1996 for the selected countries are forecast up 11 percent from a year ago, to 1.75 million tons. U.S. table grape exports jumped off to a promising start for the period January through September 1996 with exports up 18 percent. However, exports are expected to slow at the end of the season because of a shorter than anticipated pack, and diversion of grapes to meet the increased raisin and wine demand. Chile's 1996 export estimate was increased 13 percent to 490,000 tons, based on a larger harvest and strong international demand.

### NORTHERN HEMISPHERE

Table grape production in the Northern Hemisphere is estimated at 7.2 million tons in 1996, up 3 percent from 1995. A 138,000 tons increase in Italy's table grape crop, in addition to moderate increases in Spain and Greece, account for the production upturn.

Northern Hemisphere grape exports in 1996 are forecast at 1.2 million tons, 11 percent above the previous year's shipments. Italy is expected to account for most of the increase in Northern Hemisphere exports.

***U.S. table grape exports reach a record high in 1996, but the United States remains a net importer***

The 1996 U.S. table grape crop had been expected to increase slightly to about 800,000 tons. However, industry sources note that a larger percentage of table grapes may be diverted from the fresh table grape market to meet increased wine and raisin demand. U.S. grape export value reached a record \$269 million in calendar year 1995, up 5 percent from 1994 and 23.5 percent above five years ago. Grape export volume in 1995 also set a record of 219,329 tons. Exports were up to Canada, the largest

market, although not at a record level. Exports to Hong Kong, the second largest market, registered a record of \$38 million, up 34 percent in terms of volume.

U.S. table grape exports in 1996 are forecast at about 200,000 tons, 9 percent below 1995 shipments. Through September, grape exports were up 18 percent compared to 1995. As of September, U.S. grape exports reached \$174 million compared to \$140 million for the same period in 1995. However, grape exports are likely to slow October through December. Asia, though, will continue to be a growth market for U.S. table grapes.

The United States is a net importer of table grapes. U.S. table grape imports in January through September 1996 were down 3 percent from 1995. Chile and Mexico supply approximately 99 percent of U.S. table grape imports. On average, imports occur primarily during the first half of the year when domestic supplies are generally not available.

***The Market Access Program fuels international demand for U.S. table grape***

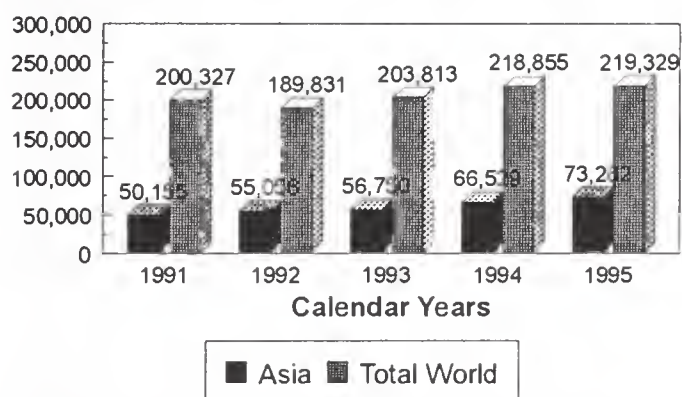
Funds made available through the Market Promotion Program (renamed the Market Access

Program) help to fuel international demand for fresh grapes and boost sales to Asian markets such as Hong Kong, Taiwan, Philippines, Indonesia, and Malaysia, as well as, other major markets such as Mexico and the United Kingdom. In 1996, the industry has used MAP funds to help finance consumer promotions, market research, and other trade-related activities in some twenty export markets.

### ***Asia leads growth for U.S. table grape exports***

U.S. table grape exports in 1995 for selected Asian countries increased 10 percent to a record of 73,282 tons. Countries registering record increases were Malaysia up 53 percent, Hong Kong up 34 percent, and Indonesia up 24 percent. Also, the Republic of Korea opened its doors to imported fresh grapes for the first time on January 1, 1996; the U.S. is developing its position in this market.

### **Asia: Growth Market for U.S. Table Grape Exports** Metric Tons



1/Hong Kong, Taiwan, Philippines, Japan, Singapore, Indonesia, Korea, Malaysia, and Thailand  
Source: U.S. Census data

In 1995, **Hong Kong** resumed its position as the second leading export market for fresh grapes (after Canada). U.S. table grape exports to Hong Kong reached 28,000 tons in 1995, up 34 percent from 1994. Table grape exports to Hong Kong are up 80 percent for the January through September 1996 period compared with the same period for 1995. U.S. table grape exports to Hong Kong enter China outside of the purview of Chinese customs. The British government will return control of the territory of Hong Kong to

China in July 1997. The U.S. government continues to work diligently with China to reduce its high tariff and eliminate the phytosanitary ban which China imposes. Trade sources estimate the opening of the Chinese market is worth at least \$25 million.

**Taiwan's** booming economy, affluent population and large consumer base make it a highly attractive market. However, the island's high import tariff serves as a limiting factor. In 1995, U.S. table grape exports to Taiwan decreased 15 percent to 12,784 tons. Given the prospect of lowering tariffs, exports to Taiwan could be set for another upswing. Taiwan has consistently been one of the grape industry's three largest markets, and one of its most consistent.

Annual U.S. exports to Taiwan have exceeded one million boxes (10,000 tons) in each of the last seven years. The 1994 season saw near record exports for both volume and value, with the export value topping the \$20 million mark. Unfortunately, a plentiful local crop, and a late start to the U.S. table grape season combined to reduce sales to Taiwan in 1995 to \$15.8 million.

Red seeded grapes sold through small fruit stands and hawker stalls represent the backbone of the market in Taiwan. Smaller niches exist for seedless grapes--they are sold primary through supermarkets.

Currently, the United States competes only with the local production; importation of grapes from countries other than the United States is prohibited. If Taiwan joins the WTO, grapes from other countries will also become available in the market. On the positive side, the authorities in the Taiwan government are considered likely to lower the import tariff on grapes when the market liberalizes. Such a reduction will significantly help the competitiveness of U.S. grapes in Taiwan.

Since the market was opened in 1988, the **Philippines** has grown to become the U.S. grape industry's fourth largest offshore market. Total exports to the Philippines in 1995 were 9,000 tons. Given the fact that significant volumes are still reported to be shipped through Hong Kong,

the Philippines is most likely a million-box table grape market now.

Grape exports to the Philippines are expected to continue to grow, especially with the recently announced lowering of tariffs from 50 percent to 30 percent. The import tariff on grapes will drop again in 1997 to 20 percent. These reductions in tariffs should boost the imported fruit business; not only will it lower the overall import price for grapes and other products, but it will reduce the incentive for "informal" importation into the market.

**Malaysia**, with its booming economy, large middle class, low import barriers and large population base, is a very attractive long-term market for the U.S. table grape industry. Exports have been growing significantly for a decade and should continue to grow for some time to come.

Malaysia has continuously chalked up impressive increases in imports of U.S. grapes over the last several years, due to its strong economy and a growing middle income population. In fact, since 1989 it has grown more consistently than almost any other market. With U.S. exports in 1995 with 6,470 tons worth \$7.8 million, Malaysia for the first time exceeded Singapore in terms of direct grape imports.

Although the Red Globe variety is the most popular grape in the market, Malaysian importers do import a wide range of varieties of U.S. grapes during the season to meet the ever-changing demands of the consumers. Thompson and Flame seedless varieties are gaining more and more consumer acceptance each season.

The import duty on grapes has been reduced gradually over the last few years. The present duty rate is 10 percent with a 5 percent sales tax, which still helps keep U.S. grapes more expensive than most other fruits.

In 1995, **Indonesia** ranked as the tenth largest export market for U.S. fresh grapes with exports of 5,020 tons valued at \$6.3 million. Indonesia has the potential to become one of the grape industry's most important export markets in the very near future. While the country's import

barriers are still a factor, tariffs have been coming down. The effects of the tariff are offset by the country's booming economy, huge population, and growing middle class. Infrastructure is a problem, particularly outside of the major cities, but there is a growing supermarket sector, and transportation and cold storage facilities are improving. Once the nation's transportation and trade distribution infrastructure are improved and developed, Indonesia could become the largest off-shore market for the U.S. grape industry.

Per capita consumption of grapes is extremely small and has significant room to grow. Exports of U.S. grapes to Indonesia show encouraging growth despite the short span of time since the market was opened in 1990. Only a slight downturn in sales in 1994, due primarily to the small late-season crop that year, has interrupted the country's steady growth in grape sales. U.S. exports to Indonesia increased 24 percent to 5,020 tons from 1994 to 1995.

Red globes, because of their large berry size, are by far the most preferred variety of grapes. However, some of the seedless varieties are gaining more visibility, especially in the supermarket arena.

Unfortunately, many importers have begun holding Southern Hemisphere Red Globes long into the U.S. season in cold storage, which has reduced demand for early U.S. grapes. In each of the last two seasons, Chilean and Australian Red Globes have been available in Indonesia from cold storage well into August and September. This practice has cost U.S. market share during the early summer months of the season.

The **Republic of Korea** opened its doors to imported fresh grapes for the first time on January 1, 1996. The recent opening of the market to imported grapes, the high incomes of the Korean consumers, the lack of competing product for much of U.S.'s season, and the pent-up demand for products among importers combine to make this market very attractive.

The overall market for fresh fruit and imported agricultural products into Korea is growing at a

rapid pace. U.S. table grape exports to Korea were off to a good start; although exports were lower than industry expectations. Table grape exports from January through September of 1996 amounted to 708 tons valued at \$1.1 million.

***United Kingdom remains a consistent market for U.S. table grape exports***

The United Kingdom remains a fairly consistent market for high value grapes. However, the U.S. competes in an increasingly crowded and competitive arena. The United Kingdom has access to grapes from several competing sources throughout the U.S. season, most of them selling less expensive grapes than the United States. The United Kingdom is a somewhat unique market for the U.S. table grape industry in terms of niches that are available. Grapes that are exported tend to be seedless grapes, many of which come in during the early season.

While U.S. grape exports to the United Kingdom had declined in recent years, a strong rebound in 1995 found the United Kingdom back among the top five export markets for the industry. The United Kingdom represents one of the industry's best early-season markets for grapes from the Coachella Valley. In addition, the late season window for stored and late grapes continues to develop in the United Kingdom with most leading retail groups featuring U.S. grapes during these key periods.

Export value of U.S. grapes to the United Kingdom peaked in 1992 at over \$13 million. Sales fell in 1993 and 1994, as Britain's importers began to use other suppliers to fill some of the niches formerly supplied by the United States. However, as quality from some of these alternate sources of supply has been disappointing, sales of U.S. table grapes took an upturn again in 1995 reaching almost \$11 million.

***Good domestic fruit crop in Japan tempers demand for grape imports from the United States***

Japanese table grape production in 1996 is estimated at 250,600 tons, basically unchanged

from 1995. Yamanashi Prefecture is Japan's leading grape region, supplying over 25 percent of the total estimated crop in 1996. Like most other fruit produced in Japan, the area planted to table grapes continues a steady contraction, with the aging farm population and local labor shortages as key factors. Japan's vineyards are steadily being retired and replanted with more cost effective, high-return varieties. With high yields, output of table grapes is expected to hold steady in the near term.

Japan is a net importer of table grapes. The U.S. and Chile are the two major suppliers, accounting for over 99 percent of Japanese imports. However, given short late -season supplies in the United States, an early crop in Chile, and fairly good crops of other domestic fruit including pears, apples, and mikans, U.S. table grape sales are forecast to slow in 1996. Imports of Taiwanese grapes are expected to remain suspended due to a phytosanitary ban for Oriental fruit fly.

***Greece's table grape exports up and Greece restructures grape industry***

Table grape production in Greece is estimated up 12 percent in 1996, to 350,000 tons, because of improved growing conditions. Greece is expanding its use of hydrofertilization in table grape production. The area planted to table grapes is stable despite uprooting of Rozaki and other table grape varieties in some marginal areas. New plantings of Sultania make up for acreage uprooted.

Greece's 1996 table grape exports are forecast at 100,000 tons, up approximately 7 percent. Table grape exports in 1995 totaled 93,800 tons compared with 102,875 tons shipped in 1994. The European Union accounted for 80 percent of Greece's total 1995 table grape exports with 40,000 tons going to Germany and 16,750 tons going to the United Kingdom. In order to partly offset the higher transportation costs following the breakup of the former Yugoslavia, the European Union established a special aid for exports destined to Northern EU member states. However, problems continue to mount since

shipments from Greece to Central Europe have to cross four countries (Macedonia, Serbia, Croatia and Slovenia) instead of one (Yugoslavia), which not only increases costs from special fees levied by each country but also adversely affects the quality of the product shipped by delays brought by the multiple border crossing.

Greece follows the guidelines set by the European Union aimed at controlling table grape production. The program is designed to lead to a substantial reduction in production of some table grape varieties in order to reduce the tonnage that is diverted for industrial use.

#### ***Spain's table grape production and exports forecast to increase***

Spain's 1996 table grape crop is expected to reach 431,600 tons, approximately 10 percent above the 1995 output. Table grapes are mainly produced in the regions of Valencia (particularly Alicante), Murcia, Andalucia (mainly Almeria) and Extremadura (Badajoz). The Spanish fruit crop has increased because the drought ended and the availability of irrigation water has improved throughout Spain.

Spain's table grape exports in 1996 are forecast at 100,000 tons, 9 percent above the previous year's shipments. A larger harvest and increased demand account for the expected increase in exports.

Spain does not impose phytosanitary restrictions on imports of U.S. fresh table grapes. However, Spain represents a very small market for Northern Hemisphere table grape producing countries due to its large crop and long season. Spain has a long table grape harvest period, with the weather in the Canary Islands permitting harvesting as early as May and; in southern Spain, the harvest can be as late as December.

#### ***White seedless grapes in demand in France***

France's table grape production in 1996 is forecast to decrease 8 percent from the 1995 level to 126,000 tons. Weather conditions have been fair; however, cases of Oidium disease has been reported in the southeastern part of France.

Approximately 65 percent of the table grapes consumed in France are white varieties. Italia represents 40 percent of the consumption, followed by Chasselas (15 percent). Italia is perceived as an "easy" variety snacking, fitting well with the new consumption patterns of snacking and quick lunches. The main black variety is Muscat (20 percent of consumption).

France traditionally imports more table grapes, most of them from Italy, than it produces. In 1996, France imported a total of 125,000 tons, up 9 percent from 1995. However, the size of its imports depends on the volume of the French production. France traditionally imports seedless table grapes, mostly of the Italia variety.

#### ***Mexico's falls as a major U.S. table grape market***

Mexico's table grape production in 1996 is forecast at approximately 150,000 tons down 6 percent. This decrease in table grape production is mainly attributed to adverse weather conditions through the growing season in some table grape areas. The average yield for grapes is forecast at 7.5 tons per hectare. However, Sonora has the highest average yield average of approximately 13 tons per hectare. As a result of Mexico's smaller crop, Mexico's exports are forecast to decrease approximately 28 percent, to 60,000 tons.

The high cost of production and high interest rates for credit have affected table grape expansion. The cost of production in Sonora increased from an average of \$45,000 pesos/Ha in 1995 to \$50,000 pesos/Ha in 1996. (Note: US\$1 = 7.8 pesos) As with other producers, credit from commercial banks is not available due to high interest rates.

In 1994, with the opening of the grape market under NAFTA, Mexico became the second leading export market for fresh U.S. grapes (behind Canada). In 1995, however, Mexico's severe economic recession and the December 1994 peso devaluation reduced sales significantly, though Mexico remained a major grape market and imported 11,000 tons valued at \$10 million. Mexico was the sixth largest U.S. export market in 1995. If the economic recovery

continues, Mexico should resume its position as one of the industry's top three export markets.

## **SOUTHERN HEMISPHERE**

Table grape production in the Southern Hemisphere in 1996 is estimated at 1.08 million tons, up 2 percent from 1995. A decline in Argentina's production was offset by increases in South Africa and Chile. Over the past three years, the Southern Hemisphere producers have accounted for approximately 13 percent of selected countries' trade. Chile remains the largest table grape producer in the Southern Hemisphere and the dominant exporter. Southern Hemisphere grape exports in 1996 are forecast at 595,500 tons, 10 percent above the previous year's shipments.

### ***Chile's grape export forecast increased***

Table grape output in 1996 in Chile, the premier Southern Hemisphere exporter, is estimated at 865,000 tons up slightly from 1995. Despite unusually cold weather at the beginning of the growing season and below-normal temperatures last December, table grape production exceeded the preliminary forecast of 845,000 tons.

Total planted area seems to have stabilized at 47,000 hectares with area harvested at 44,200. Chilean producers are replacing aging vineyards with varieties that reflect export market demand, such as Red Globe.

Chile's grape export forecast for 1996 has been increased from 432,000 to 490,000 tons based on a larger than expected harvest and strong international demand. The cyclical nature of some vines accounted for the increase in production despite unusually cold weather at the beginning of the growing season.

The United States is the major export market for Chilean table grapes. In 1995, the United States purchased approximately 60 percent of Chile's total grape exports and the European Union followed with 20 percent. For the period January through September 1996, the United States has imported 263,171 tons from Chile, up

approximately 5 percent from the same period in 1995.

### ***Argentina's table grape production down but U.S. exporters unable to supply market because of phytosanitary reasons***

Argentina's 1996 table grape crop decreased 9 percent to an estimated 58,000 tons due to frosts registered last October in Mendoza province. Although the main producing province for table grapes is San Juan, Mendoza also produces grapes. As a result, Argentina's table grape exports decreased slightly due to lower production. The bulk of Argentina's exports go to the European Union.

Chile and Brazil are the main suppliers of Argentine grape imports. Imports in 1996 are forecast at 3,500 tons, up slightly from 1995. California producers remain ineligible to take advantage of the Argentina's small table grape demand because of an embargo imposed on California fresh fruit in October 1995 in response to earlier oriental fruit fly detections in that state. The United States awaits a response from the Argentine phytosanitary authorities who visited California in August to see if the ban can be lifted.

### ***South African situation unchanged***

South Africa's 1996 table grape output is estimated up 9 percent, to 152,000 tons, following unseasonable--but beneficial--dry weather in 1995 and an increase in harvested area. South African grape growers are planting new vineyards on a massive scale in anticipation of growing domestic and foreign demand.

South Africa's table grape exports in 1996 increased 8 percent to 98,000 tons. The major market for South Africa's table grape exports is the European Union.

### ***Colombia lifts fumigation requirement on fruits and vegetables from California and Florida***

On October 17, Colombia's plant quarantine agency, ICA, lifted its requirement that fruits and vegetables originating in the states of California

and Florida be fumigated with methyl bromide before export. Colombia had established the requirement in response to concerns over oriental fruit fly detections in California. Other states, including Washington and Oregon, remain eligible to export without fumigation with methyl bromide. This requirement for California table grapes represented a serious obstacle for exporters, since the fumigation process can significantly degrade fruit quality and shorten shelf life. The lifting of the phytosanitary restriction will benefit U.S. table grape exports to Colombia.

**For further information on supply, distribution and trade, contact Yvette Wedderburn Bomersheim at 202-720-9903. For information on marketing opportunities contact Sarah Hanson on 202-720-0911. For information on production, contact Kelly Kirby Strzelecki at 202-720-6791.**

**TABLE GRAPES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS, NET WEIGHT)**

COUNTRY/YEAR 1/	TOTAL Production	TOTAL Imports	TOTAL SUPPLY	Exports, Fresh Only	Domestic Fresh Consump	For Processing	Withdrawal From Market
<b>NORTHERN HEMISPHERE COUNTRIES</b>							
<b>EU</b>							
<u>France</u>							
1994	79,100	156,900	236,000	13,400	222,600	0	0
1995	136,800	114,200	251,000	19,200	231,800	0	0
1996	126,000	125,000	251,000	21,000	230,000	0	0
<u>Greece</u>							
1994	363,756	439	364,195	102,785	181,982	61,149	18,279
1995	312,492	400	312,892	93,800	147,348	70,000	1,744
1996	350,000	400	350,400	100,000	170,400	70,000	10,000
<u>Italy</u>							
1994	1,524,000	11,000	1,535,000	660,000	625,000	250,000	0
1995	1,412,000	9,000	1,421,000	506,000	600,000	315,000	0
1996	1,550,000	8,000	1,558,000	650,000	658,000	250,000	0
<u>Spain</u>							
1994	300,800	14,200	315,000	93,700	201,300	20,000	0
1995	391,700	12,000	403,700	91,600	277,100	35,000	0
1996	431,600	5,000	436,600	100,000	296,600	40,000	0
<b>SUBTOTAL EU</b>							
1994	2,267,656	182,539	2,450,195	869,885	1,230,882	331,149	18,279
1995	2,252,992	135,600	2,388,592	710,600	1,256,248	420,000	1,744
1996	2,457,600	138,400	2,596,000	871,000	1,355,000	360,000	10,000
<b>OTHER NORTHERN HEMISPHERE COUNTRIES</b>							
<u>Japan</u>							
1994	245,700	9,650	255,350	2	227,348	28,000	0
1995	250,000	8,629	258,629	9	231,620	27,000	0
1996	250,600	8,000	258,600	5	232,595	26,000	0
<u>Mexico</u>							
1994	155,000	45,000	200,000	41,500	158,500	0	0
1995	160,000	20,000	180,000	83,000	97,000	0	0
1996	150,000	25,000	175,000	60,000	115,000	0	0
<u>Turkey</u>							
1994	3,450,000	7	3,450,007	26,258	1,711,875	1,711,874	0
1995	3,550,000	19	3,550,019	28,578	1,760,721	1,760,720	0
1996	3,550,000	0	3,550,000	28,000	1,761,000	1,761,000	0
<u>United States</u>							
1994	733,600	323,960	1,057,560	218,855	838,705	0	0
1995	788,300	349,666	1,137,966	219,329	904,100	0	0
1996	800,000 2/	360,155	360,155	200,000	960,155 /3	0	0

**TABLE GRAPES: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES  
(METRIC TONS, NET WEIGHT)**

COUNTRY/YEAR 1/	TOTAL Production	TOTAL Imports	TOTAL SUPPLY	Exports, Fresh Only	Domestic Fresh Consump	For Processing	Withdrawal From Market
<b>SUBTOTAL OTHER NORTHERN HEMISPHERE</b>							
1994	4,584,300	378,617	4,962,917	286,615	2,936,428	1,739,874	0
1995	4,748,300	378,314	5,126,614	330,916	2,993,441	1,787,720	0
1996	3,950,600	393,155	4,343,755	288,005	3,068,750	1,787,000	0
<b>TOTAL NORTHERN HEMISPHERE COUNTRIES</b>							
1994	6,851,956	561,156	7,413,112	1,156,500	4,167,310	2,071,023	18,279
1995	7,001,292	513,914	7,515,206	1,041,516	4,249,689	2,207,720	1,744
1996	7,208,200	531,555	6,939,755	1,159,005	4,423,750	2,147,000	10,000
<b>SOUTHERN HEMISPHERE COUNTRIES</b>							
<u>Argentina</u>							
1994	58,100	3,866	61,966	4,909	25,057	32,000	0
1995	63,992	3,000	66,992	8,000	24,372	34,620	0
1996	58,000	3,500	61,500	7,500	20,000	34,000	0
<u>Chile</u>							
1994	855,000	0	855,000	458,700	90,000	306,300	0
1995	855,000	0	855,000	443,000	91,000	321,000	0
1996	865,000	0	865,000	490,000	91,500	283,500	0
<u>South Africa, Republic of</u>							
1994	143,463	0	143,463	93,755	46,708	3,000	0
1995	139,000	0	139,000	90,000	45,500	3,500	0
1996	152,000	0	152,000	98,000	50,000	4,000	0
<b>SUBTOTAL SOUTHERN HEMISPHERE</b>							
1994	1,056,563	3,866	1,060,429	557,364	161,765	341,300	0
1995	1,057,992	3,000	1,060,992	541,000	160,872	359,120	0
1996	1,075,000	3,500	1,078,500	595,500	161,500	321,500	0
<b>TOTAL SELECTED COUNTRIES</b>							
1994	7,908,519	565,022	8,473,541	1,713,864	4,329,075	2,412,323	18,279
1995	8,059,284	516,914	8,576,198	1,582,516	4,410,561	2,566,840	1,744
1996	8,283,200	535,055	8,018,255	1,754,505	4,585,250	2,468,500	10,000

1/Calendar year for all countries. EU data include intra-EU trade.

2/FAS office estimate based on NASS forecast of total U.S. grape production. (However, as of mid-November it appears the final estimate will be less than indicated here.) Official NASS estimate will be available in January 1997.

3/Final total likely to be less than this because of end-of-season shortages.

**U.S. TABLE GRAPE EXPORTS**  
**1992-1996 1/**  
**(METRIC TONS)**

DESTINATION	1992	1993	1994	1995	1996 2/
<b>SELECTED COUNTRIES</b>					
Canada	105,801	111,282	102,703	102,903	66,096
Hong Kong	19,710	18,267	21,082	28,159	25,778
Taiwan	14,995	12,898	15,107	12,784	10,291
United Kingdom	7,635	5,023	3,931	7,387	3,445
Philippines	5,531	5,955	8,946	9,034	5,576
Mexico	2,562	9,001	24,379	11,188	3,505
Malaysia	2,676	4,018	4,228	6,470	3,471
Singapore	5,587	6,655	5,945	5,828	3,148
Indonesia	2,629	4,357	4,038	5,020	2,350
New Zealand	2,668	2,426	4,362	3,630	2,593
<b>ALL OTHERS</b>	20,037	23,931	24,134	26,926	8,998
<b>Grand Total</b>	189,831	203,813	218,855	219,329	135,251

1/ Calendar year data.

2/ January through September 1996 data.

Source: U.S. Census data

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
September 1996

COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)				
COMMODITY	COUNTRY	LAST YR	CURR YR	LAST YR	CURR YR	LAST YR	CURR YR	CURR YR	LAST YR	CURR YR
		MT	MT	MT	MT	MT	MT	MT	MT	MT
FRESH FRUIT										
FR APPLS(JUL)	MT									
CANADA		4,569	12,119	13,236	19,971	101,650	3,623	8,333	9,408	13,995
MEXICO		8,303	10,677	20,050	24,348	98,680	6,840	7,778	18,527	18,538
HONG KONG		2,784	2,032	17,838	10,034	48,741	2,032	1,485	2,256	9,803
INDONESIA		2,674	2,032	17,838	10,034	48,741	2,032	1,485	2,256	9,803
OTHER		6,996	8,486	21,142	22,398	166,636	4,907	6,001	14,225	15,500
Subtotal:-----		27,917	37,283	102,717	105,115	562,555	20,343	26,241	68,233	72,381
FR PEARS(JUL)	MT									
CANADA		5,020	6,074	12,683	14,976	44,348	3,315	4,558	8,842	11,064
MEXICO		2,065	2,479	4,769	6,864	28,430	1,056	1,228	1,489	3,417
BRAZIL		2,482	1,355	2,807	1,155	11,747	1,207	1,466	1,393	1,791
EU-15		1,884	1,113	1,955	1,128	11,582	394	63	1,133	83
TAIWAN		670	557	999	652	11,438	373	469	583	523
OTHER		1,899	885	2,594	1,385	25,768	1,187	710	1,721	1,154
Subtotal:-----		12,320	10,843	24,048	25,161	143,313	7,232	7,494	15,141	17,032
APRICOTS(MAY)	MT									
CANADA		3	28	2,504	2,247	2,679	4	48	3,422	3,217
EU-15		3	0	190	215	431	0	30	611	219
MEXICO		3	4	308	130	324	0	38	271	98
HONG KONG		25	0	358	230	596	1,488	0	600	190
OTHER		117	74	3,582	2,822	4,252	233	86	5,514	3,725
Subtotal:-----		117	74	3,582	2,822	4,252	233	86	5,514	3,725
FR CHERRIES(MAY)	MT									
CANADA		930	135	4,491	6,122	17,183	720	145	110,553	80,054
EU-15		133	135	4,491	6,122	17,183	720	145	110,553	80,054
CANADA		285	118	1,190	2,046	3,333	288	79	8,058	12,538
NETHERLANDS		389	105	1,190	2,046	3,333	288	79	8,058	12,538
BELEUM-LUXEMBOU		53	1	1,520	2,422	1,714	60	26	4,050	7,760
OTHER		1,006	166	28,656	29,665	33,692	823	276	138,127	125,885
Subtotal:-----		1,006	166	28,656	29,665	33,692	823	276	138,127	125,885
PEACH-NECTRN(MAY)	MT									
CANADA		3,537	2,089	39,030	40,541	40,277	3,715	2,511	40,725	39,889
EU-15		3,275	2,150	11,113	7,572	11,693	1,507	2,653	4,810	3,806
MEXICO		880	2,098	4,818	16,145	8,181	1,639	2,651	11,033	18,107
OTHER		1,019	1,183	4,064	8,048	7,753	1,811	1,049	3,447	7,490
Subtotal:-----		8,710	8,518	64,018	72,306	66,534	7,671	7,864	60,004	69,291
PLUM-PRUNES(MAY)	MT									
CANADA		1,629	2,757	13,109	21,327	14,364	2,270	2,723	18,872	18,829
EU-15		2,261	3,900	13,624	21,301	14,000	2,546	3,675	14,688	18,303
HONG KONG		1,823	2,051	3,271	11,742	4,459	1,042	1,835	5,844	10,547
OTHER		1,150	2,215	3,575	9,940	4,590	1,187	1,835	4,129	8,646
Subtotal:-----		6,863	10,923	35,529	64,309	38,413	8,046	10,172	43,534	57,326
FR AVOCADOS(OCT)	MT									
EU-15		1,019	936	8,266	5,984	8,266	708	880	7,016	4,918
FRANCE		650	106	2,008	2,782	2,008	496	200	4,800	5,856
JAPAN		1,324	1,068	2,008	2,782	2,008	201	123	1,960	3,960
CANADA		1,324	1,068	2,008	2,782	2,008	201	123	1,960	3,960
NETHERLANDS		1,324	1,068	2,008	2,782	2,008	201	123	1,960	3,960
OTHER		21	9	181	139	181	21	19	284	286
Subtotal:-----		1,244	1,066	12,490	10,090	12,490	1,026	1,044	13,229	12,342
FR KIWI FRUIT(OCT)	MT									
CANADA		59	29	4,021	2,339	4,021	75	43	4,885	2,939
KOREA REPUBLIC		0	0	1,335	1,509	1,335	0	0	2,120	2,831
OTHER		14	10	1,430	895	1,430	10	13	1,778	969
Subtotal:-----		73	39	9,505	5,315	9,505	85	57	13,084	7,378
FRESH GRAPES (MAY)	MT									
CANADA		35,147	33,625	67,584	62,519	103,704	30,171	32,481	76,175	72,617
HONG KONG		3,662	14,057	12,833	23,491	30,319	12,250	6,788	18,174	34,029
EU-15		3,963	1,063	6,001	9,991	12,897	5,054	6,788	7,900	13,305
MEXICO		1,355	6,061	2,233	1,812	8,913	1,072	1,890	7,751	1,483
OTHER		7,717	9,905	21,337	25,481	67,159	11,491	13,975	30,285	38,200
Subtotal:-----		56,844	63,711	110,087	123,293	226,892	60,037	75,276	134,286	159,634
FR STRAWBRIS(JAN)	MT									
CANADA		2,626	1,828	34,205	37,568	37,075	2,933	2,740	46,189	47,904
EU-15		1,033	1,103	4,214	3,982	6,653	4,033	5,271	14,836	15,850
MEXICO		1,033	267	2,314	2,003	3,003	1,366	836	1,831	1,844
OTHER		594	37	2,157	2,560	2,626	1,397	836	2,399	1,558
Subtotal:-----		5,311	3,521	43,758	46,933	50,518	9,325	9,222	70,550	75,069
FR ORNG INC TMPL(NOV)	MT									
CANADA		4,876	3,176	173,705	170,467	178,854	3,012	2,239	83,780	85,622
EU-15		8,804	1,837	169,378	124,476	188,831	4,833	4,833	116,524	84,651
HONG KONG		2,123	2,104	98,435	105,613	108,574	1,296	1,357	52,771	58,643
OTHER		19,982	14,241	559,892	497,406	576,116	12,516	9,804	314,351	278,294
Subtotal:-----		19,982	14,241	559,892	497,406	576,116	12,516	9,804	314,351	278,294
FR GRPFRT(SEP)	MT									
CANADA		1,342	957	1,342	957	242,518	993	731	993	731
EU-15		2,695	1,956	2,695	1,956	140,157	1,581	1,105	1,581	1,105
CANADA		763	83	961	83	54,680	348	43	490	43
NETHERLANDS		961	83	961	83	47,857	348	43	490	43
OTHER		606	3,963	6,574	3,963	499,950	3,858	2,481	3,858	2,481
Subtotal:-----		6,574	3,963	6,574	3,963	499,950	3,858	2,481	3,858	2,481
FR TANGERINES(NOV)	MT									
CANADA		19	47	9,461	12,424	10,651	15	31	8,615	10,426
EU-15		0	0	1,662	1,191	1,662	0	0	1,843	1,129
OTHER		19	47	11,351	15,986	12,543	15	31	10,556	14,082
Subtotal:-----		19	47	11,351	15,986	12,543	15	31	10,556	14,082

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
MARKETING YEAR BEGINNING AS INDICATED  
September 1996

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY	REGION	CURR MO	CURR MO	YR TOT	YR TOT	LAST YEAR	CURR MO	CURR MO	YR TOT	YR TOT	LAST YEAR
		EAST	VR	LAST	VR	YEAR	EAST	VR	LAST	VR	YEAR
<b>CANNED FRUIT</b>											
CND PEACH&NECT(JUN)	MT										
CANADA		361	373	1,718	998	5,589	383	474	1,586	1,168	5,285
JAPAN		281	139	1,357	711	2,290	439	150	1,447	1,242	2,530
KOREA, REPUBLIC		285	208	855	329	2,490	227	174	705	276	2,031
TAIWAN		292	224	844	553	1,822	259	198	844	501	2,649
OTHER		992	544	2,973	1,739	7,068	993	554	2,740	1,744	6,644
Subtotal:-----		2,325	1,488	7,848	4,331	21,293	2,301	1,550	7,321	4,431	20,139
CND PEARS(JUN)	MT										
CANADA		316	191	884	914	5,669	245	212	746	969	5,086
JAPAN		18	106	226	198	1,823	16	82	219	168	995
OTHER		80	24	240	170	1,023	83	26	219	148	995
Subtotal:-----		414	322	1,349	1,280	7,315	344	327	1,194	1,285	6,670
CND PNEAPL(JAN)	MT										
CANADA		130	51	853	355	1,130	120	260	798	1,360	1,021
JAPAN		123	200	720	1,033	2,959	128	202	432	1,090	2,674
EUROPE		300	10	1,033	173	832	19	0	432	171	765
GERMANY		300	10	524	173	632	19	0	432	171	765
MEXICO		29	0	427	619	489	24	0	438	528	496
OTHER		7	4	427	619	489	7	5	438	528	496
Subtotal:-----		218	271	2,782	2,503	3,618	194	273	2,565	2,390	3,288
FRT MIXTURES(JUN)	MT										
CANADA		397	736	1,545	2,224	5,531	566	1,895	2,050	2,721	6,954
PHILIPPINES		365	1,020	1,257	2,456	4,553	505	1,211	1,553	2,968	5,012
JAPAN		430	264	1,276	1,058	3,163	359	337	1,564	1,245	3,855
SINGAPORE		430	301	1,147	1,058	3,163	359	337	1,564	1,245	3,855
HONG KONG		583	231	1,245	1,064	2,934	748	277	1,420	1,220	1,192
OTHER		583	532	1,988	1,697	6,342	668	748	2,393	2,094	7,421
Subtotal:-----		2,316	3,084	8,459	9,069	26,266	2,980	3,739	10,255	10,939	30,930
<b>DRIED FRUIT</b>											
DRD RAISINS(AUG)	MT										
EUROPE		7,201	7,219	13,249	13,011	56,132	10,932	11,742	20,079	21,237	91,112
UNITED KINGDOM		2,591	2,592	6,593	6,713	27,030	4,854	6,060	18,073	18,069	48,640
JAPAN		2,591	2,592	6,593	6,713	27,030	4,854	6,060	18,073	18,069	48,640
CANADA		1,201	1,474	2,593	2,749	10,240	2,654	3,119	3,803	3,718	14,000
GERMANY		2,621	2,640	4,540	4,576	27,007	4,641	4,063	7,764	7,149	43,596
OTHER		2,621	2,640	4,540	4,576	27,007	4,641	4,063	7,764	7,149	43,596
Subtotal:-----		14,040	13,925	25,047	25,247	118,624	22,969	23,424	40,883	42,187	199,116
DRD PRUNES(AUG)	MT										
EUROPE		2,900	2,937	5,538	5,677	34,588	6,601	6,496	13,316	12,927	80,958
GERMANY		1,882	1,082	1,600	1,737	11,433	1,688	2,325	3,018	3,863	26,843
ITALY		336	336	1,010	806	5,533	1,165	1,475	3,338	3,075	16,749
UNITED KINGDOM		336	336	1,010	806	5,533	1,165	1,475	3,338	3,075	16,749
CANADA		917	1,550	1,556	2,928	9,731	1,933	2,663	3,383	5,257	20,682
OTHER		917	1,550	1,556	2,928	9,731	1,933	2,663	3,383	5,257	20,682
Subtotal:-----		5,771	5,903	10,325	11,204	61,669	13,127	12,116	24,459	23,526	140,006
<b>FRUIT JUICES(SSE)</b>											
ORNG JU CNC (DEC)	KL										
EUROPE		8,977	21,017	136,889	162,946	148,694	3,568	3,895	55,385	49,143	59,417
NETHERLANDS		4,074	715	62,250	52,500	40,434	1,059	1,315	28,576	27,017	29,793
FRANCE		3,638	16,063	27,483	38,553	34,000	667	1,740	45,037	15,941	14,383
CANADA		1,033	2,700	3,638	3,638	3,638	6,003	4,269	10,037	41,034	53,036
KOREA, REPUBLIC		1,033	1,380	1,380	1,380	1,380	1,380	1,380	1,380	1,380	1,380
JAPAN		1,235	2,009	60,129	42,603	71,989	2,457	1,063	25,982	17,819	31,600
OTHER		1,235	2,009	60,129	42,603	71,989	2,457	1,063	25,982	17,819	31,600
Subtotal:-----		21,017	32,080	255,080	291,332	289,923	12,750	12,700	147,003	143,469	167,479
ORNG JU NTCNC(OEC)	KL										
CANADA		8,537	8,059	73,879	84,182	88,874	5,912	5,408	53,391	59,496	64,450
NETHERLANDS		3,376	2,191	20,600	15,492	10,880	3,323	1,207	14,754	16,840	14,754
BELEUM, LUXEMBOU		2,000	2,191	20,600	15,492	10,880	3,323	1,207	14,754	16,840	14,754
UNITED KINGDOM		1,662	1,458	18,233	20,208	23,107	1,214	1,214	13,339	16,533	16,933
OTHER		1,662	1,458	18,233	20,208	23,107	1,214	1,214	13,339	16,533	16,933
Subtotal:-----		14,416	11,750	132,377	131,518	152,786	9,650	7,868	89,323	93,477	104,348
GRPFRT JU CNC (DEC)	KL										
EUROPE		2,048	4,351	24,349	27,015	26,579	1,329	1,805	15,058	14,989	16,416
NETHERLANDS		827	997	12,650	18,865	14,675	670	926	12,883	15,775	14,377
ARGENTINA		547	283	3,431	1,317	3,431	346	183	1,608	737	1,371
ISRAEL		620	488	4,032	6,815	5,513	766	623	6,036	1,357	1,257
OTHER		666	488	4,032	6,815	5,513	766	623	6,036	1,357	1,257
Subtotal:-----		3,961	5,836	48,840	57,363	54,870	2,947	3,354	36,207	39,319	40,678
<b>FRESH VEGETABLES</b>											
FR ASPARAGUS(OCT)	MT										
JAPAN		148	31	10,410	6,276	10,410	503	140	44,501	27,674	44,501
CANADA		197	100	5,547	4,567	5,547	421	231	14,163	12,488	14,163
EUROPE		197	100	5,547	4,567	5,547	421	231	14,163	12,488	14,163
SWITZERLAND		0	0	1,033	1,033	1,033	0	0	3,660	6,598	3,660
OTHER		412	156	18,544	14,344	18,544	1,138	423	66,818	51,666	66,818
Subtotal:-----		412	156	18,544	14,344	18,544	1,138	423	66,818	51,666	66,818
FR ONIONS(OCT)	MT										
JAPAN		11,487	10,373	142,128	79,476	142,128	2,925	2,939	41,391	19,360	41,391
CANADA		6,086	17,711	51,412	101,848	51,412	1,868	4,880	48,503	16,160	48,503
OTHER		24,634	27,161	311,267	224,447	311,267	6,516	8,498	109,626	69,739	109,626
Subtotal:-----		24,634	27,161	311,267	224,447	311,267	6,516	8,498	109,626	69,739	109,626
<b>CANNED VEGETABLES</b>											
CND SWT CORN(AUG)	MT										
EUROPE		3,284	2,929	6,074	4,778	46,309	2,657	2,052	4,949	3,398	35,341
JAPAN		2,053	1,784	2,729	2,130	21,624	1,790	1,343	3,498	2,190	36,581
GERMANY		1,031	1,369	2,863	827	18,415	1,151	2,255	2,342	5,612	14,338
HONG KONG		1,031	1,369	2,863	827	18,415	1,151	2,255	2,342	5,612	14,338
UNITED KINGDOM		3,284	2,929	6,074	4,778	46,309	2,657	2,052	4,949	3,398	35,341
OTHER		3,284	2,929	6,074	4,778	46,309	2,657	2,052	4,949	3,398	35,341
Subtotal:-----		12,440	12,739	21,394	23,669	166,341	10,245	11,000	17,950	20,533	134,401

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION  
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COMMODITY AND COUNTRY		QUANTITY				VALUE (1,000 DOLLARS)					
REGION	COUNTRY	CURR YR	CURR YR	LAST YR	CURR YR	LAST YR	CURR YR	CURR YR	LAST YR	CURR YR	LAST YR
CND TOM PAS(JUL)	MT										
	CANADA	5,679	8,090	13,134	17,300	45,326	4,443	5,581	10,923	12,164	37,231
	JAPAN	813	139	1,764	2,830	12,184	680	114	1,460	1,280	10,110
	KOREA, REPUBLIC	177	609	507	1,130	6,908	240	428	554	1,880	2,217
	OTHER	1,238	2,346	2,780	8,089	17,863	954	1,953	2,336	5,200	13,681
Subtotal:-----		7,907	11,183	18,189	31,607	87,641	6,325	8,074	15,280	21,906	70,767
CND TOM SAUCE(JUL)	MT										
	CANADA	3,374	4,453	12,626	14,562	54,007	3,425	4,147	11,959	13,140	49,485
	JAPAN	467	410	846	1,250	6,116	336	417	1,814	1,807	6,943
	KOREA, REPUBLIC	407	822	785	1,497	5,305	405	886	1,078	1,807	5,938
	OTHER	1,046	972	2,962	3,643	14,992	949	1,049	3,277	3,348	15,589
Subtotal:-----		5,087	6,656	17,318	20,952	80,420	5,015	6,490	17,128	19,848	77,147
FRZN VEGETABLES	MT										
	FZN SWT CORN(JUL)										
	JAPAN	3,424	3,121	7,999	9,134	40,120	3,151	2,944	7,501	8,551	35,756
	HONG KONG	336	369	927	1,256	3,872	225	261	715	838	2,858
	OTHER	1,247	638	3,471	2,028	11,653	934	476	2,625	1,576	9,012
Subtotal:-----		5,111	4,456	13,013	13,294	58,972	4,408	3,948	11,357	11,688	50,498
FZN F FRY(JUL)	MT										
	CANADA	13,032	14,933	41,537	43,385	183,767	9,674	10,886	30,225	31,877	135,152
	KOREA, REPUBLIC	1,937	3,386	4,668	6,816	21,736	1,084	1,327	3,968	4,256	13,659
	HONG KONG	9,540	10,228	36,936	32,941	123,078	7,388	7,654	27,830	24,243	91,407
	OTHER										
Subtotal:-----		25,974	29,740	88,791	89,341	349,937	19,439	21,844	65,165	65,070	256,280
TREE NUTS	MT										
	ALMONDS UNSH(JUL)										
	JAPAN	906	2,897	1,504	4,084	6,323	2,187	7,294	3,624	10,219	15,128
	EU-15	610	1,150	2,132	1,150	3,669	1,511	3,663	5,343	3,563	12,500
	OTHER	258	1,122	435	1,287	2,331	651	2,705	1,074	3,090	5,655
Subtotal:-----		2,237	5,716	4,762	7,591	16,779	5,501	13,627	11,696	18,233	41,315
ALMND SH/PREP(JUL)	MT										
	EU-15	16,471	20,973	39,590	43,057	170,076	54,216	101,278	148,741	192,511	559,077
	GERMANY	2,955	2,121	16,084	17,344	40,871	21,634	36,890	61,307	73,737	211,429
	NETHERLANDS	2,559	2,005	6,880	7,757	40,454	12,651	12,651	22,104	29,507	93,467
	OTHER	1,157	1,786	4,463	4,667	18,915	5,915	9,097	13,246	19,937	57,942
Subtotal:-----		27,028	29,774	60,270	60,752	281,745	78,978	149,917	210,459	275,365	829,318
WALNUTS SH(AUG)	MT										
	JAPAN	377	621	762	1,131	7,676	1,171	2,823	2,749	5,276	31,804
	EU-15	259	693	518	1,131	7,676	1,171	2,823	2,749	5,276	31,804
	CANADA	157	259	303	508	2,110	560	1,333	1,036	1,892	7,688
	OTHER	247	121	414	474	3,431	688	679	1,281	1,510	12,496
Subtotal:-----		1,158	1,760	2,166	3,014	20,291	3,692	6,468	7,203	11,123	70,618
WALNUTS UNSH(AUG)	MT										
	EU-15	1,112	5,580	1,188	5,847	48,199	2,098	12,358	2,228	12,856	92,598
	GERMANY	240	2,832	2,500	2,832	14,803	2,044	12,358	2,228	12,856	92,598
	NETHERLANDS	240	1,165	426	1,426	9,266	519	3,343	819	3,884	17,962
	OTHER	279	1,653	426	1,426	9,266	519	3,343	819	3,884	17,962
Subtotal:-----		1,391	5,745	1,614	6,293	57,464	2,616	12,707	3,047	13,740	110,558
HOPS&PRODUCTS	MT										
	HOP BELTS(SEP)										
	BRAZIL	44	36	44	36	2,168	195	212	195	212	11,226
	CANADA	33	95	33	95	1,397	174	633	174	633	3,253
	OTHER	159	184	159	184	5,524	763	1,279	1,733	1,279	29,926
Subtotal:-----		159	184	159	184	5,524	763	1,279	1,733	1,279	29,926
HOP EXTRACT(SEP)	MT										
	EU-15	31	95	31	95	1,438	455	1,342	455	1,342	21,474
	MEXICO	24	12	24	12	489	278	489	278	489	1,706
	GERMANY	9	9	9	9	467	0	467	0	467	0
	OTHER	92	313	92	313	3,530	1,346	4,964	1,346	4,964	56,006
Subtotal:-----		92	313	92	313	3,530	1,346	4,964	1,346	4,964	56,006
HOPS NSPE(SEP)	MT										
	EU-15	372	63	372	63	2,279	1,930	387	1,930	387	11,478
	NETHERLANDS	266	20	266	20	1,604	1,117	387	1,117	387	3,704
	OTHER	70	34	70	34	515	4	302	4	302	4,485
Subtotal:-----		372	97	372	97	3,135	1,934	689	1,934	689	18,092
WINE	KL										
	GRAPE WINE(JAN)										
	UNITED KINGDOM	5,295	9,806	40,265	56,152	55,735	8,814	20,795	65,154	111,869	93,678
	CANADA	2,213	2,909	24,204	24,244	32,530	4,015	11,109	41,027	61,893	58,028
	OTHER	1,367	1,601	12,469	12,213	16,441	2,581	2,657	20,987	20,987	28,072
Subtotal:-----		11,268	17,562	94,931	118,712	131,073	19,211	35,169	154,761	220,873	220,316

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
September 1996

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY	REGION	CURR MO	CURR MO	YR-TOT	YR-TOT	LAST	CURR MO	CURR MO	YR-TOT	YR-TOT	LAST
		LAST YR	CURR YR	LAST YR	CURR YR	YEAR	LAST YR	CURR YR	LAST YR	CURR YR	YEAR
FR FRT APPLES (JUL)	MT										
NEW ZEALAND		7,608	7,781	11,332	18,540	49,027	2,410	2,719	15,086	17,258	52,798
CANADA		0	0	0	0	0	0	0	0	0	0
OTHER		0	0	0	0	0	0	0	0	0	0
Subtotal:-----		7,608	7,781	11,332	18,540	49,027	2,410	2,719	15,086	17,258	52,798
FR PEARS (JUL)	MT										
ARGENTINA		0	0	18	90	33,339	0	0	6	28	15,642
OTHER		0	0	0	0	0	0	0	0	0	0
Subtotal:-----		0	0	18	90	33,339	0	0	6	28	15,642
APRICOT (MAY)	MT										
NEW ZEALAND		0	0	0	0	1,344	0	0	0	0	1,604
OTHER		0	0	0	0	0	0	0	0	0	0
Subtotal:-----		0	0	0	0	1,344	0	0	0	0	1,604
PEACH-NEC (MAY)	MT										
CHILE		0	0	0	0	40,677	0	0	0	0	30,485
OTHER		43	189	224	442	41,399	35	162	215	399	30,901
Subtotal:-----		43	189	224	442	41,399	35	162	215	399	30,901
PLUM-PRUNE (MAY)	MT										
CHILE		0	0	2	280	19,665	0	0	6	316	16,487
OTHER		5	47	74	414	19,879	6	50	112	491	16,797
Subtotal:-----		5	47	74	414	19,879	6	50	112	491	16,797
FRESH GRAPES (MAY)	MT										
MEXICO		0	0	1,600	4,208	273,685	0	0	1,201	4,972	250,999
OTHER		1,377	652	83,493	65,070	359,503	440	166	84,346	91,217	337,929
Subtotal:-----		1,377	652	83,493	65,070	359,503	440	166	84,346	91,217	337,929
FR RASPBRY (JAN)	MT										
CANADA		1	61	6,362	4,623	6,362	5	136	11,565	9,066	11,568
OTHER		20	66	7,498	5,923	8,026	155	163	15,259	12,981	17,263
Subtotal:-----		20	66	7,498	5,923	8,026	155	163	15,259	12,981	17,263
FR STRAWBRIS (JAN)	MT										
MEXICO		0	13	24,817	27,868	25,894	0	13	42,112	50,632	43,626
OTHER		1	24	24,143	28,456	26,790	4	30	42,305	51,604	45,702
Subtotal:-----		1	24	24,143	28,456	26,790	4	30	42,305	51,604	45,702
FR BANANA (JAN)	MT										
COSTA RICA		98,854	92,410	715,418	715,380	958,125	31,795	28,705	229,392	229,037	306,323
ECUADOR		159,955	70,534	724,080	653,399	931,548	19,212	19,361	201,083	182,808	258,891
OTHER		291,520	153,250	2,754,856	2,874,947	3,663,821	87,274	46,342	305,558	424,840	458,891
Subtotal:-----		291,520	153,250	2,754,856	2,874,947	3,663,821	87,274	46,342	305,558	424,840	458,891
FR MANGO (JAN)	MT										
MEXICO		2,604	620	114,728	132,259	114,746	2,261	384	100,568	80,580	100,600
OTHER		2,818	879	137,321	161,635	142,393	2,819	977	116,571	95,598	123,631
Subtotal:-----		2,818	879	137,321	161,635	142,393	2,819	977	116,571	95,598	123,631
FR PINAPLE (JAN)	MT										
COSTA RICA		5,621	7,080	58,657	57,137	76,991	1,947	3,183	20,766	22,097	27,389
OTHER		1,968	1,881	60,782	67,638	73,138	3,155	2,009	7,540	6,507	8,334
Subtotal:-----		8,000	9,788	94,374	97,441	122,664	2,602	3,833	30,680	34,074	38,596
FR CANTLPE (MAY)	MT										
MEXICO		63	261	27,430	37,753	130,065	35	65	8,773	11,166	39,141
COSTA RICA		0	0	4,291	4,210	55,217	0	0	1,513	1,817	28,640
GUATEMALA		0	0	4,722	4,739	55,075	0	0	1,518	1,818	15,890
OTHER		0	138	3,133	5,211	77,095	0	0	1,178	1,178	20,169
Subtotal:-----		63	399	40,576	50,914	323,563	38	131	13,188	15,379	103,840
FR MELON, OT (MAY)	MT										
MEXICO		0	4	12,246	9,723	55,740	0	5	4,627	3,186	19,311
COSTA RICA		0	0	3,970	3,590	17,027	0	0	1,391	1,210	7,408
OTHER		23	4	16,959	14,241	121,354	10	5	5,959	5,016	44,022
Subtotal:-----		23	4	16,959	14,241	121,354	10	5	5,959	5,016	44,022
FR ORANGES (NOV)	MT										
AUSTRALIA		147	1,356	5,523	11,523	5,523	146	1,980	6,391	17,617	6,391
MEXICO		700	0	7,589	7,403	7,589	220	0	7,426	7,196	7,589
OTHER		850	1,982	17,402	22,758	18,038	374	2,258	10,755	22,215	10,967
Subtotal:-----		850	1,982	17,402	22,758	18,038	374	2,258	10,755	22,215	10,967
CANNED FRUIT											
CND MANDRN (JAN)	MT										
EUROPE		225	1,674	22,804	4,244	23,299	255	1,783	22,260	4,289	22,831
CHINA, PEOPLES R		106	1,422	10,633	6,564	10,810	85	1,416	9,631	6,683	9,817
OTHER		332	3,100	33,895	11,059	34,570	341	3,200	32,450	11,253	33,209
Subtotal:-----		332	3,100	33,895	11,059	34,570	341	3,200	32,450	11,253	33,209
CND BLK OLV (NOV)	MT										
EUROPE		692	760	9,955	12,559	10,964	1,565	1,941	22,361	29,707	24,733
MOROCCO		284	240	4,961	6,061	5,215	1,567	570	18,857	13,891	10,341
OTHER		49	0	88	125	115	107	23	131	138	125
Subtotal:-----		1,025	1,009	15,013	18,745	16,303	2,240	2,534	32,430	43,881	35,440
CND GRN OLV (NOV)	MT										
EUROPE		2,166	2,751	29,444	28,377	33,202	6,347	7,682	88,734	82,400	100,701
SPAIN		2,159	2,750	29,086	28,193	32,838	6,319	7,674	87,947	81,884	99,890
OTHER		2,305	2,786	31,582	29,810	35,447	6,578	7,744	92,091	85,074	104,229
Subtotal:-----		2,305	2,786	31,582	29,810	35,447	6,578	7,744	92,091	85,074	104,229
CND PEACH (JUN)	MT										
EUROPE		468	1,573	2,738	5,504	10,568	291	939	1,650	3,563	7,087
GREECE		462	1,532	2,703	5,429	10,449	272	904	1,570	3,438	6,898
OTHER		893	1,795	3,966	6,928	14,100	580	1,094	2,503	4,602	9,626
Subtotal:-----		893	1,795	3,966	6,928	14,100	580	1,094	2,503	4,602	9,626
CND PINAPLES (JAN)	MT										
THAILAND		10,781	12,153	80,240	94,093	124,605	6,154	7,815	50,157	60,770	73,287
OTHER		4,881	10,622	88,616	68,033	97,474	7,760	7,760	48,436	48,436	73,436
Subtotal:-----		22,247	26,257	222,788	233,560	295,495	12,077	16,531	115,111	153,431	157,115
DRIED FRUIT											
DRD FRCT (JUL)	MT										
TURKEY		1,321	1,265	2,563	1,988	14,091	2,466	3,321	4,546	4,948	28,562
OTHER		1,395	1,297	2,702	2,147	14,625	2,735	3,409	5,038	5,539	30,138
Subtotal:-----		1,395	1,297	2,702	2,147	14,625	2,735	3,409	5,038	5,539	30,138

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
September 1996

COMMODITY AND COUNTRY REGION	QUANTITY				VALUE (1,000 DOLLARS)					
	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
DATES (SEP)	MT									
AFGHANISTAN	0	17	0	17	3,172	0	22	0	22	3,170
CHINA PEOPLES R	26	18	26	18	522	85	27	85	27	1,088
OTHER	36	13	36	13	338	56	59	56	59	887
Subtotal:-----	62	93	62	93	4,652	140	154	140	154	5,868
DRD FIG (SEP)	MT									
EU-15	169	126	169	126	823	399	287	399	287	1,919
GREECE	0	0	0	0	802	0	0	0	0	1,849
TURKEY	0	0	0	0	678	0	0	0	0	1,339
MEXICO	115	113	115	113	307	390	275	390	275	916
OTHER	2	4	2	4	45	5	4	5	4	73
Subtotal:-----	286	243	286	243	1,853	794	566	794	566	4,147
DRD RAISIN (AUG)	MT									
MEXICO	1,040	1,520	2,220	2,750	8,370	796	1,436	1,731	2,490	7,796
CHILE	229	223	454	530	1,724	271	264	597	642	2,006
OTHER	1,188	1,766	2,964	3,383	12,107	1,112	1,724	2,579	3,232	11,847
Subtotal:-----	1,388	1,766	2,964	3,383	12,107	1,178	1,724	2,579	3,232	11,847
FRUIT JUICE (SEP)	KL									
ARGENTINA	23,223	25,351	103,285	97,417	314,057	8,913	8,273	36,635	32,954	110,229
EU-15	2,863	2,737	27,708	31,870	152,930	3,013	3,012	11,886	11,886	65,569
GERMANY	2,705	10,327	86,010	86,010	102,019	7,828	3,912	31,924	11,069	20,386
OTHER	2,567	1,554	195,487	213,868	838,316	19,842	19,185	70,162	79,888	317,741
Subtotal:-----	52,374	51,554	195,487	213,868	838,316	19,842	19,185	70,162	79,888	317,741
FCOJ (DEC)	KL									
BRAZIL	26,013	32,683	293,357	459,882	390,548	6,769	8,057	60,132	116,683	82,477
MEXICO	10,862	2,980	23,506	138,843	248,324	5,647	2,233	58,160	38,788	59,483
OTHER	4,895	1,151	26,526	86,322	88,074	1,144	748	18,550	38,788	20,438
Subtotal:-----	40,520	42,524	603,391	694,457	725,546	10,561	11,037	133,922	186,953	162,397
GRAPE JU (JAN)	KL									
ARGENTINA	4,615	16,674	20,832	141,754	51,315	1,065	5,009	5,366	38,331	12,785
CHILE	1,860	2,909	8,461	13,203	22,711	409	374	2,457	6,884	4,076
OTHER	1,095	2,374	18,669	13,106	22,740	447	882	7,335	6,138	9,260
Subtotal:-----	6,870	19,957	47,964	178,064	88,766	1,920	6,265	15,158	51,933	26,121
PNEAPL JUCN (JAN)	KL									
THAILAND	2,601	4,107	86,147	88,187	97,211	1,479	1,504	15,293	29,096	18,019
PHILIPPINES	10,043	10,864	77,953	69,975	114,084	1,503	1,880	10,683	11,128	16,167
OTHER	1,874	12,972	14,473	33,479	26,319	418	966	3,433	10,859	6,517
Subtotal:-----	14,519	17,943	178,573	191,641	237,613	2,400	4,350	29,398	50,819	40,703
PNEAPL JUNC (JAN)	KL									
PHILIPPINES	4,333	3,226	41,637	27,161	51,400	1,362	998	12,924	8,445	16,003
THAILAND	611	1,430	9,925	11,970	18,013	516	1,039	8,032	6,880	10,398
OTHER	944	1,538	9,048	48,759	14,793	1,78	1,288	1,559	1,880	29,032
Subtotal:-----	5,888	6,194	60,609	48,759	84,208	2,055	2,288	22,715	16,560	29,032
FROZEN FRUIT										
STRAWBERRY (DEC)	MT									
MEXICO	344	340	25,579	20,249	26,227	247	241	24,070	16,428	24,480
OTHER	0	0	689	2,487	2,001	35	38	2,034	17,853	26,719
Subtotal:-----	344	340	26,267	20,487	26,928	301	300	26,103	17,853	26,719
FRESH VEGETABLES										
FR BEANS (OCT)	MT									
MEXICO	51	24	12,543	18,611	12,543	78	129	20,264	20,030	20,264
OTHER	287	181	14,022	19,302	14,198	282	159	21,624	20,653	21,624
Subtotal:-----	338	205	14,198	19,302	14,198	362	159	21,624	20,653	21,624
FR CARROT (OCT)	MT									
CANADA	10,598	7,903	73,712	67,654	73,712	3,612	2,009	22,668	18,424	22,668
MEXICO	2,088	1,493	27,215	33,589	27,215	316	284	24,668	5,254	4,203
OTHER	38	38	242	290	242	20	20	262	262	262
Subtotal:-----	12,708	9,433	101,168	101,943	101,168	3,948	2,302	27,065	24,238	27,065
FR CABBAGE (OCT)	MT									
CANADA	4,164	2,570	25,106	18,206	25,106	1,185	599	6,713	7,631	6,713
MEXICO	687	588	25,547	13,301	25,547	1,114	86	1,690	2,358	1,690
OTHER	0	2	34	22	34	0	0	18	18	428
Subtotal:-----	4,850	3,160	33,687	41,529	33,687	1,299	692	8,428	10,007	8,428
FR CELERY (OCT)	MT									
MEXICO	1,814	1,710	20,056	23,076	20,056	2	40	8,951	4,797	8,951
OTHER	1,819	1,719	24,006	26,492	24,006	569	457	10,289	5,936	10,289
Subtotal:-----	1,819	1,719	24,006	26,492	24,006	569	457	10,289	5,936	10,289
FR CUCMBR (OCT)	MT									
MEXICO	1,934	1,487	216,388	277,516	216,388	481	565	119,326	106,236	119,326
OTHER	2,663	2,733	237,023	298,307	237,023	1,663	1,229	127,519	115,608	127,519
Subtotal:-----	2,663	2,733	237,023	298,307	237,023	1,663	1,229	127,519	115,608	127,519
FR CAUL FLWR (OCT)	MT									
CANADA	660	2,543	3,383	5,990	3,383	236	975	1,216	2,378	1,216
MEXICO	10	0	1,969	1,010	1,969	0	0	548	400	548
OTHER	677	2,543	5,375	7,003	5,375	243	975	1,787	2,783	1,787
Subtotal:-----	677	2,543	5,375	7,003	5,375	243	975	1,787	2,783	1,787
FR GARLIC (OCT)	MT									
MEXICO	24	293	16,004	16,715	16,004	9	631	20,144	19,521	20,144
OTHER	189	726	22,685	22,438	22,685	202	1,101	29,250	27,212	29,250
Subtotal:-----	209	726	22,685	22,438	22,685	211	1,101	29,250	27,212	29,250
FR ONION (OCT)	MT									
MEXICO	3,595	3,503	181,755	219,900	181,755	3,286	3,204	112,729	126,837	112,729
OTHER	1,288	8,586	214,020	265,265	214,020	3,333	5,106	15,472	18,842	15,472
Subtotal:-----	5,093	8,586	214,775	265,265	214,775	4,019	5,106	128,201	145,679	128,201
FR PEPPERS (OCT)	MT									
MEXICO	18,003	16,330	183,383	243,766	183,383	7,563	5,274	179,459	140,762	179,459
EU-15	1,366	1,708	18,511	16,915	18,511	3,227	3,057	52,433	42,732	52,433
NETHERLANDS	1,345	1,694	18,994	16,601	18,994	3,171	2,981	50,912	41,135	50,912
OTHER	2,553	2,057	18,024	8,876	18,024	2,424	1,715	12,721	15,908	12,721
Subtotal:-----	21,921	20,096	210,918	269,558	210,918	13,214	10,047	244,613	199,403	244,613
FR SEED POT (OCT)	MT									
CANADA	140	370	99,720	136,546	99,720	32	130	17,245	26,550	17,245
OTHER	0	0	0	89	0	0	0	0	58	0
Subtotal:-----	140	370	99,720	136,635	99,720	32	130	17,253	26,607	17,253
FR TRL POT (OCT)	MT									
CANADA	26,385	20,989	146,720	353,273	146,720	4,275	3,826	27,206	71,973	27,206
OTHER	0	0	40	0	40	0	0	28	0	28
Subtotal:-----	26,385	20,989	146,760	353,273	146,760	4,275	3,826	27,252	71,973	27,252

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN  
MARKETING YEAR BEGINNING AS INDICATED  
September 1996

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY	REGION	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TOT LAST YR	YR TOT CURR YR	LAST YEAR
FRESH VEGETABLES											
FR TOMATO(OCT)	MT										
MEXICO		29,891	30,446	534,344	677,452	534,344	16,285	14,345	366,385	595,875	366,385
OTHER		31,643	33,680	559,771	724,621	559,771	18,731	19,205	406,067	679,977	406,067
Subtotal:-----											
FR ASPARG(OCT)	MT										
MEXICO		1,403	592	21,447	18,317	21,447	3,003	3,859	36,319	32,841	36,319
OTHER		1,334	2,120	3,856	18,048	3,856	3,575	4,800	18,803	14,800	18,800
Subtotal:-----											
CANNED VEGETABLES											
CND TOM PST(JUL)	MT										
MEXICO		783	456	1,103	1,164	7,987	697	370	985	970	5,149
ISRAEL		73	38	1,721	1,167	3,349	60	43	1,240	2,668	1,810
OTHER		68	304	3,04	218	3,351	60	43	2,427	1,273	1,273
Subtotal:-----											
CND TOM SAUCE(JUL)	MT										
EUROPE		741	753	1,153	1,714	16,605	343	567	1,980	2,656	9,995
CANADA		1,556	1,559	2,587	1,027	16,790	1,005	2,000	1,840	2,910	7,886
OTHER		910	1,484	2,100	667	6,038	890	2,000	3,440	2,910	7,886
Subtotal:-----											
CND TOMATO(JUL)	MT										
ISRAEL		5,567	301	11,138	506	19,674	3,481	165	6,961	1,269	11,947
CHILE		1,230	1,377	1,242	5,578	11,409	481	488	2,158	1,798	5,247
OTHER		1,268	1,186	4,624	5,577	11,795	535	1,066	2,000	1,798	5,247
Subtotal:-----											
CND MSHROOM(JUL)	MT										
CHINA		2,128	2,700	8,854	9,182	23,912	4,633	4,048	19,282	14,734	46,720
INDONESIA		1,235	979	3,581	3,818	14,579	3,064	2,101	9,448	8,536	35,124
OTHER		1,613	1,170	3,335	1,123	14,123	2,355	1,885	12,887	8,752	43,272
Subtotal:-----											
FROZEN VEGETABLES											
FZN BROCOLI(SEP)	MT										
MEXICO		11,178	10,324	11,178	10,324	160,546	6,264	6,139	6,264	6,139	86,276
OTHER		3,283	2,653	13,283	10,653	22,464	8,726	8,110	8,726	8,110	102,804
Subtotal:-----											
FZN CAULFLR(SEP)	MT										
MEXICO		982	1,115	982	1,115	16,387	647	818	647	818	10,062
OTHER		86	1,180	86	1,180	18,247	655	860	712	860	11,393
Subtotal:-----											
FZN POTATO(SEP)	MT										
CANADA		11,206	14,946	11,206	14,946	178,331	6,839	9,296	6,839	9,296	109,287
OTHER		18	6	18	6	283	29	18	29	18	407
Subtotal:-----											
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
TURKEY		75	0	75	0	230	195	0	195	0	609
OTHER		83	0	83	0	284	12	0	207	0	771
Subtotal:-----											
CASHEW NUT(AUG)	MT										
INDIA		2,910	3,368	5,637	7,099	27,355	13,244	17,289	25,437	37,035	134,902
OTHER		1,689	2,482	3,382	4,856	25,088	3,535	11,340	16,146	22,827	122,893
Subtotal:-----											
FILBERTS(AUG)	MT										
TURKEY		605	75	1,256	182	4,395	2,209	211	4,536	522	14,816
OTHER		724	78	1,383	196	5,053	2,338	235	4,718	580	15,958
Subtotal:-----											
PECANS NSH(SEP)	MT										
MEXICO		334	262	334	262	20,122	508	198	508	198	27,608
OTHER		0	0	0	0	0	0	0	0	0	0
Subtotal:-----											
WINES											
CHMP & SPRK WN(JAN)	KL										
EUROPE		3,329	2,922	15,638	16,484	29,944	35,429	33,523	152,142	176,210	288,832
FRANCE		1,146	1,263	5,283	5,257	11,930	26,100	25,246	107,737	128,310	200,949
OTHER		1,289	1,195	5,695	5,233	11,200	5,447	6,111	25,435	26,400	50,900
Subtotal:-----											
WINE FVERM WN(JAN)	KL										
PORTUGAL		1,311	1,182	9,688	10,238	13,386	5,647	7,461	42,458	49,724	58,756
OTHER		1,04	543	2,224	1,688	1,204	1,245	1,996	13,868	14,882	19,658
Subtotal:-----											
OTH GP WINE(JAN)	KL										
FRANCE		13,062	13,787	123,940	150,851	177,249	46,982	53,321	446,905	559,370	662,411
OTHER		4,041	6,725	40,371	58,001	94,100	24,162	29,483	221,466	234,801	340,241
Subtotal:-----											
OTH WN PROD(JAN)	KL										
JAPAN		109	150	1,201	1,230	1,599	500	723	5,646	5,468	7,428
UNITED KINGDOM		403	461	3,558	3,819	2,180	219	241	4,996	4,804	6,959
OTHER		136	236	2,033	2,668	2,718	293	354	2,027	2,718	3,840
Subtotal:-----											
CUT FLOWERS											
ROSE(SHAB)	NONE	0	0	0	0	0	5,951	6,519	78,454	99,176	99,585
ECUADOR		0	0	0	0	0	1,807	2,494	20,240	19,287	24,004
OTHER		0	0	0	0	0	9,035	10,472	119,905	145,764	152,141
Subtotal:-----											
CARNATIONS(JAN)	NONE	0	0	0	0	0	6,395	6,974	80,149	95,136	109,471
COLOMBIA		0	0	0	0	0	3,622	3,328	4,241	4,241	4,241
Subtotal:-----											

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